

## **Outside Sales Rep – Midland-Lubbock-Odessa, TX**

Fox Scientific, Inc is now accepting applications for an Outside Sales Rep currently residing in the Panhandle-TX area. Please, local residents only!

**Salary Range:** \$35,000-\$50,000 starting base pay + commissions

**Benefits including:** 401K, Insurance Benefits, Mileage (currently .46/mi), Paid company holidays + PTO (paid time off)

Rep will be responsible for working from a home office and traveling 75% of time within a 300 mile radius and 25% out of town travel.

### **Essential Functions of this position include:**

1. Secures orders from existing and potential customers by means of visiting the customer facility or contacting the customer by phone/email.
2. Follows up (by phone/email or visit) on quotations submitted to customers.
3. Submits daily activity/call reports concerning customer-related activities for quotes, orders, and problems; maintain client profiles.
4. Performs all assigned duties in the assigned sales territory.
5. Provides a territory sales forecast on a monthly basis / quarterly review.
6. Attend sales meetings as required.
7. Meet or exceed sales goals as established by management.
8. Plan each day, week and month before the month starts, plan each call.
9. Use sales tools, complete daily planner/sales program after each call and at the end of the day.
10. Maintain organized, up to date records of clients and sales activities.

### **Additional Responsibilities:**

1. Performs any directly related appropriate duties assigned by the sales manager.
2. Maintain a professional sales appearance.
3. Insure your automobile has a neat and professional appearance.
4. Analyze and monitor personal sales data and reports.

### **Minimum Requirements (You must meet 1 of the following):**

1. Industry specific sales experience.
2. 2+ years prior experience with business to business field type sales (to include price negotiation)
3. Education or working experience in a laboratory setting that includes Chemistry or Microbiology.
4. Education or working experience in Wholesale Distribution.

### **Additional Requirements:**

Must Have: excellent communication skills, be self-motivated, be a self-starter, have a sense of urgency, be personable, be an extroverted person.

1. Be willing to attend Products and Sales Training in Alvarado, TX for 1-2 weeks, depending on knowledge of our industry and products.
2. Willingness to travel
3. Dependable transportation for making sales calls.
4. Internet access and printer for home office.

5. Favorable work history, no more than 3 jobs in the past 5 years.
6. Ability to stay positive despite rejection.
7. Have good listening and phone skills.
8. Have strong closing skills and be willing to prospect for new business.
9. Must pass a background check and drug screening.
10. Must be willing to sign a Non-Compete agreement.

**To be considered for this position:**

Email resume to [jobs@foxscientific.com](mailto:jobs@foxscientific.com)

Please include "Panhandle, TX" in the subject line as we may have positions available in other territories.

***Fox Scientific, Inc.***

[www.foxscientific.com](http://www.foxscientific.com)

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