

Fast GROWING Company – LOOKING for an Industrial sales representative

889 Global Solutions is a contract manufacturer proudly headquartered in Columbus, Ohio with a vast-vendor network across East Asia made up of top-qualified suppliers. In 2000, we began our mission to help North American businesses increase their profits and improve their supply chain efficiency.

As a sales representative with 889, you will be initiating and developing relationships with prospective manufacturing customers in the medical device/furniture, oil and gas, and general industrial markets across the country. The position will call on domestic OEMs to sell 889's superior customized client solutions.

ESSENTIAL SKILLS:

Job Competencies

- 3 years of sales experience with at least 2 years selling to the OEM sector (including the Oil and Gas, Medical Device, Medical Furniture, and/or General Industrial markets)
- Experience working in an entrepreneurial, small business environment and handling many responsibilities in the spirit of consistent improvement
- Comfortable with the longer consultative sales cycle and familiarity with international markets
- Proven success with a "Hunter" sales mentality and "Farmer" account development skills
- Monitor sales data to strategize with leadership on sales trends and bottlenecks
- Review CRM (Sales force) pipeline and develop action plans within department
- Execute action plans to increase company market share and meet sales goals

COMPENSATION AND BENEFITS

We offer a competitive base salary, and the opportunity to earn a generous commission.

Benefits include Medical, Dental, and Vision Insurance, vacation, and paid time off.

Candidates must be legally authorized to work in the United States without sponsorship. This position is in Central Ohio and no relocation is offered.

Check out our glass door page

889 Global Solutions is an Equal Opportunity Employer and does not discriminate based on military or veteran status or any other legally protected classification. This is a non-smoking, drug-free environment. This job description is designed to be a good representation of the job requirements but is not a comprehensive listing of activities, duties or responsibilities required of the employee.