

## Sales Representative

We are currently seeking a motivated and enthusiastic Sales Representative to join our team full-time. As a Sales Representative, your primary responsibility will be to promote and sell our machining services to potential clients as well as foster and maintain relationships with our current valued clients. While experience in the machining industry is beneficial, it is not mandatory. We are ultimately searching for the right person who aligns with our company values and possesses the drive and determination needed for long-term success. This role requires exceptional communication skills, a natural sales aptitude, and the ability to build and nurture strong and lasting client relationships and someone who is an exceptional team player.

### Key Responsibilities

- Promote and sell our machining services to potential clients
- Cultivate and strengthen relationships with existing clients
- Develop a strong understanding of our services and their benefits to effectively communicate with clients
- Identify new business opportunities through research, networking, and prospecting
- Deliver compelling sales presentations and proposals to showcase our services

### Qualifications

- Proven track record in sales or a strong sales aptitude
- Exceptional communication skills, both verbal and written
- Ability to build and nurture long-lasting relationships with clients
- A natural team player who can collaborate effectively with colleagues
- Self-motivated individual with a strong drive for success
- Ability to quickly learn and adapt to new technologies and services
- Experience in the machining industry is a plus, but not mandatory

### Requirements

- Full-time availability and willingness to travel as needed
- Flexibility to accommodate client meetings outside regular business hours
- Proficiency in using CRM software and Microsoft Office Suite
- Valid driver's license and reliable transportation

### Benefits

- Competitive compensation and benefits package
- Health spending account
- Ongoing mentorship and training opportunities to build technical skills
- Collaborative and supportive team environment
- Team building and social events

### How to Apply:

If you have the required qualifications and are interested in this position, we look forward to hearing from you! Please submit your resume, highlighting your relevant experience, to [Ryan@insitumachining.com](mailto:Ryan@insitumachining.com)