



Job Title:	Sales Executive		
Department/Group:	Sales / Deliveries	Date:	4-10-17
Location:	Orlando, FL	Travel Required:	Heavy Travel required
Level/Salary Range:	Base Salary +Commission, based on experience	Position Type:	Full time

Job Description

Job Description: Develop Sales in the Southeastern US for a heavy duty bus distributor. Must be a self-motivator to sell new and used equipment with established accounts and have the ability to develop new accounts.

Reports to: Tim Guldin – VP of Sales & Service, Southeast

Responsibilities:

- Selling new & used coaches in the southeastern US. South & Central Florida, Georgia, Alabama, Tennessee
- Establishing professional relationships with new & existing coach operators within the SE Region.
- Work through qualification process with potential customers.
- Develop and maintain sales route within the territory.
- Participate in regional conferences and state association shows in assigned territory.
- Monitor competition by gathering current marketplace information on pricing and products.
- Helping resolve customer complaints/issues by investigating problems and develop solutions with service and parts departments.
- Assist with New & Used Coach Deliveries.
- Maintaining sales, expense, and forecasts reports.

******This employee can be located anywhere in the state of Florida and will have extensive travel with this position.**

Salary: Base Salary + Commission based on experience

Skills/qualifications:

- Customer Service, closing skills, territory management, prospecting skills, negotiation, product knowledge and client relationships.
- *Extensive regional travel required.*
- 5 plus years sales and industry experience.
- Computer skills –Working knowledge of Microsoft Office
- Commercial Driver’s License with a clean driving record and Medical Examiner’s Certificate

Company Benefits:

You will be entitled to participate in all employee benefit plans made available to employees of CH Bus, to the extent that you meet the eligibility for each individual plan or program. Benefits include



Medical, Dental, Vision, Short Term Disability, Basic Life and Paid vacation.

***Applicants must pass a drug screening before beginning work after receiving an offer of employment.*

		Date:	
Last Updated By:		Date/Time:	