

Job Title:	Senior Account Executive / Sales	Date:	April 1, 2017
Department/Group:	Sales / Deliveries		
Location:		Travel Required:	Extensive Travel required
Level/Salary Range:	Base Salary +Commission, based on experience	Position Type:	Full Time

Job Description: Develop Sales in the Northeastern 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: President / CEO

Duties: Sales:

- Selling new & used coaches in the northeastern US.
- Territory Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, and Upstate New York (Upstate New York is defined as north of Route 90.)
- Selling new & used coaches in the northeastern US
- Establishing professional relationships with new & existing coach operators within the NE 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.

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, Salesforce Software knowledge beneficial
- Commercial Driver’s License with a clean driving record and Medical Examiner’s Certificate

Benefits: Medical, Dental, Vision, Life, Short Term Disability, 401-K, Vacation

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

Approved By:		Date:	
Last Updated By:		Date/Time:	

