

Position Description

Outside Sales/Marketing Representative (Independent Contractor)

EEC Solutions is looking for an Outside Sales/Marketing Representative to be responsible for generating leads and meeting sales goals. Duties will include sales presentations and product demonstrations, as well as negotiating contracts with potential clients.

EEC Solutions seeks innovative, results-oriented individuals with the creativity, initiative, and intelligence to overcome any challenge and succeed. The members of our team thrive in a culture that is anticipatory, agile, and schedule-driven; with a sense of urgency and a drive to succeed.

In order to be successful in this role, you will need to have a deep understanding of the sales process and dynamics, and also superb interpersonal skills. Previous experience in a sales role is an advantage.

Sales/Marketing Representative Responsibilities:

- Generating leads.
- Meeting or exceeding sales goals.
- Negotiating all contracts with prospective clients.
- Helping determine pricing schedules for quotes, promotions, and negotiations.
- Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs.
- Understanding and promoting company programs.
- Visiting clients and potential clients to evaluate needs or promote products and services.
- Maintaining client records.
- Answering client questions about credit terms, products, prices and availability.

Sales/Marketing Representative Requirements:

- Bachelor's degree in business, marketing, economics or related field. (Preferred, but not needed).
- Experience in sales.
- Understanding of the sales process and dynamics.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Experience using computers for a variety of tasks.
- Competency in Microsoft applications including Word, Excel, and Outlook.
- Able to work comfortably in a fast paced environment.

Place of Duty: Remote (Work from Home, with some office time)

To apply:

If you are interested in this position, please send us via email at support@dbaeeesolutions.com the following:

- 1) Resume with cover letter.
- 2) Three (3) references with contact information.

CLOSING DATE: Open until filled

EEC Solutions is proud to be an Equal Opportunity / Affirmative Action Employer. We are committed to abiding by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, or national origin. Moreover, these regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability and any other basis protected by applicable law. EEC Solutions is a free-drug professional environment.

