

Sales Representative – Hospitality

Location: Las Vegas

JOB DESCRIPTION

Reporting to the Sales Director, the Sales Representative will develop new business markets that will add to our already existing customers base. The incumbent will work as a product specialist, advisor and sales representative to assist customers in the various sales steps and after-sales process.

KEY FUNCTIONS

- Establish, develop and maintain business relationships with current and prospective customers
- Analyze potential of existing and prospective customer's
- Guide customers about their needs
- Assist customers in technical sales
- Develop and present product knowledge presentations to existing and prospective customers
- Find new prospective customers that align with business strategy for growth
- Coordinate sales efforts with marketing, sales management, accounting, delivery and technical service department
- Coordinate and expedite the resolution of customers and complaints
- Participate in trade shows and conventions

QUALIFICATIONS

- Bachelor's Degree in Administration or in a related field
- Minimum than 3 years' experience in Sales
- Proven ability to achieve sales quotas

COMPETENCIES AND SKILLS

- Exceptional abilities to do presentations in front of a group
- Understanding of business operations
- Strong understanding of customer and market dynamics
- Exceptional communication skills
- Strong time management / planning and executional skills
- Strong negotiation skills
- Demonstrate leadership and teamwork skills
- Superb problem-solving skills
- Detail oriented with ability to multitask
- Proficiency with technology - MS Office

Sales Representative – Hospitality

Location: Las Vegas

- Good verbal and written communication skills
- Collaborative team-oriented mindset
- Proven ability to deliver results
- Ability to work in a continually changing environment