

SALES REPRESENTATIVE

Description

Bactolac is fast becoming the model for innovation, efficiency and stability in our field. We are seeking a sales professional with experience in the nutritional supplement industry to help our company continue to grow and further build our customer base. In your role as Sales Representative for Bactolac Pharmaceutical, Inc., you will be responsible for bringing in new accounts, maintaining and building existing accounts, and developing strong relationships that will help sustain a strong customer base.

The ideal candidate will illustrate the proven ability to:

- Apply sales knowledge and experience in order to solicit new business and service existing customers
- Confidently answer customer questions about products, process, availability, product uses and credit terms
- Build and develop strong business relationships with clients
- Recommend products to customers based on their needs
- Consult with clients after sales to resolve problems and provide ongoing support
- Follow up on sales leads, including cold-calling and internet inquiries
- Provide customers with product samples and catalogs
- Monitor and keep abreast of market conditions, product innovations, and competitor's products

Requirements

The ideal candidate will possess:

- 4+ years sales experience in the nutritional supplements industry
- Proven knowledge of principles and methods for promoting and selling products
- Excellent communication and phone skills
- Proficiency in MS Excel, Word, Outlook, and Internet Explorer
- High school degree or equivalent, Bachelor's degree preferred

Benefits

Our competitive benefits package includes:

- Medical Insurance
- Dental Insurance
- Life Insurance
- 401k Retirement Plan
- Vacation and Sick Time
- Paid Holidays
- Long-Term Disability
- Short-Term Disability

**** Please provide Salary Requirements with resume ****

**** This position offers a Base Pay + Commission Plan ****

BACTOLAC IS AN EQUAL OPPORTUNITY EMPLOYER