SALES

Andax is looking for a motivated self-starter with a positive attitude to join our sales team. Sales representatives are responsible for working with customers to understand their concerns and present Andax products that meet their needs. Representatives act as guides to ensure customers have a positive experience from initial contact through the follow up after the sale.

RESPONSIBILITIES

- Provide top-notch and prompt customer support via phone and email
- Learn our CRM program and understand how to best utilize it
- Ask questions to identify the needs of new and existing customers
- Use gathered information to highlight how Andax products solve the customer's concerns
- Cultivate relationships by delivering an excellent customer experience
- Be diligent about keeping customers informed throughout the sales process and following up in a timely manner
- Understand our target markets and prospects to identify leads and potential lead sources
- Utilize available resources to solve problems and seek clarification from others when needed

SKILLS & QUALIFICATIONS

- Driven, goal-oriented
- Excellent communication skills
- Organization
- Attention-to-detail
- Listening

SEND US YOUR RESUME IF YOU CAN RELATE TO ANY OF THE FOLLOWING:

- You view sales transactions as an opportunity to build relationships, not just a sale
- You are naturally curious and want to understand the who, what, when, where, why and how
- You seek ways to turn an initial "no" into something positive
- You prefer to talk to people on the phone over email
- You like to stay busy and work at a consistent pace
- People call you before looking on the internet for a solution to their problems

BENEFITS

- Retirement Plan
- Paid time off and holidays
- Health, dental & other insurance

Please note this is not a remote opportunity.

***We are a fragrance-free office. Perfumes, aftershaves, lotions and other scented beauty products may cause allergic reactions. Please avoid wearing scented personal products in our office.**

Email resume to jobs@andax.com or apply at 602 W Palmer St, Saint Marys, KS 66536