



## Experienced Sales Representative

Andax Industries is seeking an experienced sales representative with the opportunity to grow into a management role.

### Duties

- Provide customers with top level assistance, provide the best application of products: answers questions and facilitate the sales process.
- Actively listen to prospects and customers' concerns to discover / cultivate sales opportunities
- Generate revenue through the development of contracts and negotiations of agreements
- Follow company guidelines for contact management record keeping
- Achieve set sales quota and goals

### Skills/Abilities

- Demonstrated successful negotiating and selling skills
- Demonstrated ability to understand and communicate technical material clearly and effectively
- Strong analytical, problem identification, strategic thinking and conflict resolution skills
- Familiarity with OSHA and DOT regulations a plus
- Customer service and successful sales experience (5+ years)
- Strong interest in professional development, growth and leadership
- Able to juggle many tasks within time constraints
- Computer literate and strong typing skills required.
- Work on-site in Saint Marys, Kansas (this is not a remote position)

### Benefits

- Competitive wages
- Paid time off and holidays
- Health, dental & other insurance

Email resume to [jobs@andax.com](mailto:jobs@andax.com) or apply at 602 W Palmer St, Saint Marys, KS 66536.