

New Position with Clifford Power Systems, Inc.

Position: New Equipment Sales
Location: Little Rock Arkansas

We are seeking a qualified, outgoing individual for a New Equipment Sales position for our newest location in Little Rock, Arkansas. The ideal candidate should have experience in equipment sales, preferably in a related industry. Experience with contractors and engineers would be beneficial.

A New Equipment Sales Representative is responsible for:

- Provide service above and beyond customer expectations
- Developing equipment sales business in the Little Rock, AR area.
- Sales include new standby electric generators, automatic transfer switches and electrical switchgear.
- Maintaining and improving relationships with existing and potential customers.
- Follow-up on outstanding opportunities in the power generation market.
- Develop brand awareness in our newest market

Job duties include, but are not limited to:

- Prospect, qualify, quote and close sales of new power generation equipment.
- Call on potential and existing customers.
- Utilize Clifford Power Systems CRM program
- Follow up with customers throughout the selling process.
- Assist with all documentation with customers.
- Assist in formulation of marketing plans for the branch.
- Provide weekly contact & quote reports as well as customer follow up information to supervisor as requested.

Requirements:

- Proven successful selling ability is required.
- PC skills. PC Skills include experience with Microsoft Word, Excel and Outlook. Successful candidate will be required to work with CRM software.
- Must possess a strong sense of urgency & drive for success.
- The successful candidate will have a proven track record of closing sales, obtaining new business and strong relationship maintenance.
- Minimum of 2 years of outside sales experience, emergency power generation industry experience a plus.
- College degree desired but relevant successful sales history will be considered.
- Excellent customer follow-up, attention to detail and organizational skills.
- Basic knowledge of diesel and natural gas engine generators or good engine or electrical knowledge is a strong plus.

If interested in applying for this position, please send resume to: hr@cliffordpower.com