

Filta Environmental Kitchen Solutions Sales Representative

Filta Environmental Kitchen Solutions, and independently owned Filta franchise, is looking to fill the position of Outside Sales Representative in Rochester, NY.

The Sales Representative is responsible for all sales duties from generating leads to closing sales. The Sales Representative must build and maintain strong customer relationships and grow the company's customer base.

Duties and Responsibilities:

- Be knowledgeable of our products and services.
- Research and identify new potential customers and market opportunities.
- Develop effective sales strategies.
- Assess customer needs and provide assistance and information on Filta's products services and features.
- Make cold calls on potential customers.
- Develop and enhance productive and professional relationships with our customers.
- Ensure high levels of customer satisfaction through excellent sales service.
- Provide timely and effective solutions to resolve customer issues and concerns.
- Monitor and analyze sales performance and produce weekly, monthly, quarterly and annual tracking and sales reports.
- Maintain accurate records of sales calls and status of leads in CRM database.
- Representative will serve as a backup to office administrative duties which includes invoicing, purchasing and scheduling.
- Become proficient in operating our filtration unit and be willing to service customers' kitchen needs on an as needed basis.

Key Qualities/Characteristics:

- Honest - Ethical - Truthful
- Aptitude for fostering positive relationships internally with co-workers and externally with our vendors and customers - Team Player
- Self-Starter/Solution Oriented, not afraid to knock on doors.
- Strong work ethic
- Excellent oral and written communication skills

Desired Qualifications:

- Experience with direct sales, B2B, or door-to-door selling is a must.

- Proven record of success and achievement in a direct sales position.
- Must be comfortable cold calling on the phone and in person.
- Familiarity with Microsoft Office products (Word, Excel)

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