Territory Sales Representative

**Job Category:** Sales **Location:** Ephrata, PA

**Reports To:** Sales Manager **Updated:** Nov 2020

**Summary Statement:** Sales person with proven ability to execute sales in an efficient and professional manner. Develop and grow our business brand in the community as a reputable marketing and training organization. Maintain and enhance customer and community relations.

**Essential Job Functions:**

* Promote and maintain a positive image for the businesses
* Client account sales calls & cold calls
* Promote Horizon Quest training, seminars, and conferences
* Promote Web Services
* Promote Graphic Design services including logos, branding, brochures etc.
* Ensure all Quest booking deadlines are met in advance within assigned territory
* Communicate with clients to ensure repeated satisfaction via phone, email, social media & in person
* Commute to clients & business partners when needed
* Other duties as assigned

**Minimum Qualifications and Skills:**

* Demonstrated Sales Experience
* Interest in rural & small business communities
* Ability to commute with your own vehicle as needed
* Interest in Marketing & Training for Small Businesses
* Excellent telephone etiquette
* Organizational skills & Team Player

**Mental Effort:**

* Handle client requests
* Ability to multi-task & prioritize
* Mathematical-Equations for pricing, discount formulas
* Maintain a positive attitude while selling

Salary Range: $50,000 - $70,000