



SHAW CONCEPTS, LLC.

GOV. SALES REP



POSITION SUMMARY

The SHAW CONCEPTS - *Government Sales Representative (GSR)* is someone with a grounded understanding of our brand and the government sales, both Federal and State. The GSR has a background in Government Sales and possesses the necessary skills to represent the brand, develop new sales prospects, interact with current customers and identify new Government Sales Opportunities. The GSR is expected to work well with a team but also alone, accept professional critiques and should have a self-starter mentality as they will spearhead our Government Sales Channel. The GSR is also someone who conducts themselves morally and ethically well as they will from time to time operate away from leadership as a representative of the company during shows, sales meetings and other interactions. We are looking for someone willing to grow with our company and someone who values this opportunity and industry above all else. Apart from their Primary and Secondary responsibilities the Product Designer will assist in daily operations of the shop as well. GSRs will also be expected to participate in related job training to improve employee knowledge in our company's subject matter & product offerings.

PRIMARY RESPONSIBILITIES

- Develop new Government Sales Prospects
- Monitor Government Sales, Doctrine and Technology Trends
- Travel to Trade Shows and other Gov. Sales Opportunities
- Develop and Enhance the companies Government Sales Requirements and Standing

QUALIFICATIONS

- Disciplined & honest person with a good work ethic and passion for our company's products.
- Highly detailed person with good organization and a logical thinker with strong follow through.
- Thorough knowledge of Government Sales & Regulations both Federal and State
- Thorough knowledge of company products and offerings.
- Good written and verbal communication skills.
- 40 Hours a week or More as this is a Full Time Position..
- Ability and willingness to stand on feet for the duration of the day and lift at least 50 lbs regularly.
- High school diploma or GED.