



Sales Representative

PRx Manufacturing is a leader in the design, development, manufacturing and distribution of a broad range of products with a strong reputation for quality and customer service. Recent additions to our product offerings and brands have created a significant growth opportunity. We are seeking an experienced, organized, energetic, and self-starting Sales Representative to join our talented and customer-focused team. This is an in-office position that reports to our President. PRx is based in Fargo, North Dakota.

Position Summary:

We're looking for an experienced, results-driven Sales Representative with excellent interpersonal skills to actively seek out and engage customer prospects. You would be responsible for communicating the benefits of our company's services to drive sales, serve as the point of contact for our prospects and/or clients, and identify and educate prospective customers while supporting existing clients.

Duties and Responsibilities:

- Present, promote, and sell custom manufacturing services using detailed information to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop, and maintain positive business and customer relationships
- Reach out to customer leads through cold calling/email and on location visits
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales, and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services
- Stay informed of best practices and promotional trends
- Continuously improve through feedback
- Additional duties as needed

Experience, Skills, and Qualifications:

- A 2 or 4 year degree in relevant field or in lieu of education, minimum 3 years of relevant experience
- A proven track record selling raw materials and/or fabricated components to regional OEM's
- Familiarity with CRM practices along with ability to build productive business professional relationships
- Highly motivated and target driven
- Excellent selling, negotiation, and communication skills
- Strong time management and organizational skills
- Relationship management skills and openness to feedback
- Ability to create and deliver presentations tailored to the audience needs

Salary dependent on experience.

PRx Performance, LLC partnered with PRO Resources are Equal Opportunity Employers.