



Boplan United States – Territory Sales Representative (Charlotte, NC)

Job Description:

Industrial Experience Preferred:

You will be responsible for both the development of new business as well as further developing existing relationships within your territory. Leads are obtained by participating in trade shows, inside sales as well as your active prospecting. Supported by **BOPLAN USA's** Individual Development Program, you will use your extensive product knowledge to visit customer facilities and propose the right solution to our customers.

This is a home-based position, and your territory will focus on a 2–5-hour area around your home. As such, you will be traveling 50% or more for this role.

Key Responsibilities:

- Penetrate industrial accounts and set-up relationships with Safety, Facility, Project Engineers, and Maintenance professionals (influencers and decision makers)
- Visit industrial plants throughout your territory, identify problem areas and formulate solutions for your customers (solution/value selling).
- Understand the sales cycle steps for each account and guide customers through their decision making leading to closing.
- Evaluate industrial environments, take measurements, and translate that information into a well substantiated pricing quote.
- Maximize your relationships to get referrals and extend your network, whether within your territory or within your customers' network
- Set-up and participate in local and potentially national trade shows.
- Work with internal departments to facilitate projects from quote to installations.
- With the help of Inside Sales, focus heavily on new customer acquisition to secure growth in your territory.
- Properly use and maintain information in our CRM system.
- This is a pioneering position to quickly grow a defined territory and establish **BOPLAN USA** is the leader in the market.

Qualifications:

- Must be 21 years or older
- Enthusiasm is an absolute must! As we are truly passionate about our product, we will need you to be as well.
- Experience in industrial sales is a plus as well, but not required. A relevant initial sales experience of 5 yrs+ is necessary!

- Ambitious, self-confident, and willing to learn.
- Go-getter mentality with a sharp mind
- An individual performer that also understands the value of teamwork and looks to be part of a team of A players!
- A mature personality with strong integrity and common sense › A bachelor's degree is a plus, but not required.

Benefits:

- **A competitive base + Bonus**
- **Outstanding Benefits** - including low deductible Medical, HSA, dental, vision and life. 401K with match. PTO (vacation, sick and personal time)
- **Professional growth** - Our company plans for fast growth and as such, your proven results will give you opportunities for advancement.
- **A highly varied job** - Although we are a global company, we foster a small company feel where team members are encouraged to take charge and results are noticed.
- **The opportunity to make a difference** - Our products make industrial environments safer than ever before. Our vision? Our legacy is a safer world. You will help make this happen.