



Boplan United States – Territory Sales Representative - South Texas

Territory Sales Representative

As a *Territory Representative*, your tenure, experience and overall sales maturity will allow you to better serve your customers, close larger deals, and as such be responsible for a larger target within your territory. You are also a true Boplan Ambassador and culture carrier, both externally and internally. In addition to your own individual performance, this means you will also support team members whenever possible.

You will be responsible for both the development of new business as well as further developing existing relationships within your territory. Supported by Boplan'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 as such, you should be willing to travel 35-45% of your time.

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 close
- 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
- 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.
- **A competitive salary + Variable Compensation: \$70,000-75,000 + Performance Bonus**
- **Monthly Car Allowance: \$700**
- **Health Insurance** : including low deductible Medical, HSA/FSA, dental, vision and life.

- **401K Program:** participation in our 401(k) program, including 100% match up to 3% of your salary, starting after 60 days of employment, effective 1st day of the month.
- **PTO (vacation, sick and personal time)**
- **Bereavement and Parental Leave Offered**
- **Professional growth** - Our company plans for fast growth and as such, your proven results will give you opportunities for advancement.
- **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.