

## Aluvision – Regional Sales Executive - West Coast

### What we are looking for:

We are seeking an enthusiastic, driven, and self-motivated sales executive with industry experience to become a part of our growing team. By joining Aluvision, you will become part of a fun and passionate organization that believes in innovation, investing in the future and where customer excellence is key. An company whose culture inspires collaboration among teams and departments, and believes all employees make an impact.

#### Duties and Responsibilities

- Drives business by actively seeking out new sales opportunities through cold calling, networking, visiting tradeshows and social media. Identify all potential customers in the assigned territory.
- Expands business opportunities evaluating the prospects position in the industry and researching and analyzing sales options.
- Sells our modular system by establishing contact and developing relationships with prospects and recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports on goals, sales and prospects by summarizing your sales visits and data gathered
- Maintains professional and technical knowledge by reviewing professional publications and other content, establishing personal networks, benchmarking best practices, and participating in professional and industry organizations.
- Participate in tradeshows and conferences on behalf of the company

### Requirements & Qualifications:

- BA degree in Business Administration or relevant field of study or equivalent industry
- Must live in Las Vegas, NV or be willing to relocate
- Experience in the industry preferred, or with a technical product
- Proven experience sales planning for a designated territory, prospecting, and lead generation
- Must have strong closing skills
- Ability to travel 40% monthly
- Self-motivated, results driven and hardworking, with a team player attitude.
- Proficiency in written and verbal communication for presentations and demonstrations of our products

### What we offer:

- An open corporate culture where innovation and customer-oriented thinking prevail

- A compensation structure in accordance with knowledge and experience which includes a competitive incentive package
- Comprehensive benefits package that includes medical, dental, vision, short Term disability, long term disability and life insurance policy, as well as a 401K w/ company match
- Company credit card for travel expenses

<http://www.aluvision.com>