

ARE YOU A TECHNICAL PERSON WITH A STRONG UNDERSTANDING OF PAINT TRUCKS OR PAVEMENT MARKINGS EQUIPMENT?

ARE YOU READY TO HELP SHAPE THE FUTURE OF ROADWAY SAFETY?

Technical Sales Representative



Location: Remote (West Coast)

Overview

Our team has cultivated a culture of success through collaboration, flexibility, empowering others, and leading the market. By building strong relationships with striping contractors and providing them with our advanced pavement marking technology, this position will be key to our mission to revolutionize the pavement markings industry.

As the Technical Sales Representative you will build, maintain, and further relationships with customers; identify customer needs; create sales opportunities, and perform or assist with product installs on various paint trucks. We are looking for smart, creative people to join us in this exciting time as we grow and diversify to meet today's demanding challenges.

*This is a fully remote position, but we require that you live on the West Coast in the Pacific Time Zone.

Benefits

Skip-Line offers a comprehensive benefits package, including medical and dental insurance, paid holidays, 401k, paid training, and more.

To be successful in this role you will:

- Identify customer needs and opportunities that offer solutions resulting in product sales.
- Have a strong understanding of selling hardware and software products.
- Navigate support issues using internal resources to come up with practical solutions for customers.
- Build new relationships and expand existing relationships with customers.
- Perform or assist with product installs for customers.

Interested in joining the industry's leader in pavement marking controls?

Check out our website: www.skip-line.com

JOIN OUR TEAM!

Email resume and cover letter to hr@skipline.com

More specifically, you will:

- Recommend marketing strategies to target a specific region or demographic.
- Schedule and perform product demonstrations with potential customers.
- Attend industry trade shows to identify potential sales leads and make meaningful contact with existing customers.
- Follow industry trends to identify new opportunities for potential sales.
- Generate and submit sales reports to management.
- Maintain budgets by achieving quarterly company goals and meeting monthly revenue targets.

Key Qualifications

- Experience in the pavement markings industry is preferred, **OR**
- Bachelor's degree in Business, Marketing, or other related field with a minimum of 2 years of sales or marketing experience.
- Experience with CRM programs is preferred.
- Technical/mechanical background is a plus.
- Excellent verbal communication skills.
- Identifying new sales opportunities.
- Outstanding collaboration and communication skills are essential.
- Solving and navigating product roadblocks.
- Answering technical questions and providing technical advice.
- Full COVID-19 Vaccination (this position demands frequent travel).

How to Apply:

Email your resume and cover letter to hr@skipline.com **OR** apply at <https://shawharbor.betterteam.com/>

Skip-Line is an equal opportunity employer. We're excited to work with talented people no matter their race, color, gender, sexual orientation, religion, national origin, physical or mental disability, or age. We celebrate our differences because those differences are what allow us to make an excellent product.

APPLY TODAY!

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