

Experienced Product Sales Representative (Brockport, NY)

compensation: **Salary + Commission**

Experienced Product Sales Representative

Sunnking, Inc. is a leader in Electronic Recycling. Founded in 2000, Sunnking, Inc. is a RIOS/R2 Certified electronics recycling, data destruction and asset management company, dealing in end-of-life electronic equipment. Our facility is headquartered out of Brockport, NY with other facilities located in Buffalo, Rochester & Syracuse. Sunnking, Inc. specializes in collecting, refurbishing and reselling, electronics and equipment.

We are looking for an Experienced Product Sales Representative who will become a Full Time member of our Sales Team. This position comes with a base salary as well as commission and other benefits.

A good candidate will possess 5 years of Business Development Sales within the technology industry. 3 years of Managerial experience, excellent customer service skills and/or experience in e-scrap recycling with a track record of success and in addition, excellent written and verbal communication skills with an emphasis on needs analysis and strategic negotiations. Proficient with MS Word, Excel, Quick Books, PowerPoint, Outlook.

Preferred Skills include but are not limited to:

Proven experience in identifying new business opportunities.

Track record of creating and implementing innovative sales strategies that demonstratively drives revenue and growth.

Proven record of leadership and outstanding achievement.

Excellent communication skills including verbal, written and presentation.

Ability to lift 50 lbs.

Duties & Responsibilities include but are not limited to:

Generate new and repeat sales by providing product and technical information.

Determine customer requirements and expectations, recommend specific products and solutions.

Recommend alternate products based on cost, availability or specifications.

Set up and maintain customer files.

Obtain accurate information from vendors relating to shipment dates and expected delivery.

Pro-actively recommend items needed by customers to increase satisfaction and improve profitability.

Increase sales by means of cross-selling, up-selling, add-on sales and offering promotional sale

items.

Educate customers about terminology, features and benefits of products to improve product relates sales and customer satisfaction.

Work closely with production team to provide customer buying criteria.

Monitor inventory and remove from system when sold.

Perform annual downstream audit on all customers consistent with R2 Certification requirements.

Provide downstream packet to potential new clients and ensure it's properly filled out prior to selling any actual product.

If you are interested in this position, please send a cover letter and resume to mlaloggia@sunnking.com

Sunnking, Inc. is an EOE