



SALES REPRESENTATIVE - INDIVIDUAL

We are looking for a motivated and well-spoken Sales Representative to join our sales team. The Sales Representative will be responsible for developing new leads, communicating with customers, understanding their needs, and ensuring a smooth sales process. He/she should be able to close sales and meet targets.

About the Company:

Voted 'Best Place to Work' by The Pittsburgh Business Times 2018-2019, Abram's Nation is a manufacturer located in the North Hills of Pittsburgh. Our flagship product is The Safety Sleeper®, a fully enclosed bed system used by 1000s of special needs families around the world. We also have sensory and wearable lines geared towards the special needs community.

Essential Functions:

Organization:

- Follows estimate to sales/ work order processes
- Tracks all leads and estimates for follow up
- Keeps accurate documentation on customers and tracks all requests for credit application with Director of Operations

Customer Service:

- Consistent and timely follow through on sales orders and communication to customers
- Always maintaining a positive, helpful and courteous attitude when dealing with current customers and potential leads via social media, phone calls, emails and website contacts

Sales:

- Uses leads from texting campaign, website contacts, social media and phone calls to follow up on estimates and potential sales
- Build instant and achieve customer satisfaction
- New business development

Communication:

- Takes responsibility for communicating progress, issues, concerns regarding estimates in a timely and professional manner - This includes communicating with the production manager to assure lead times are able to be met
- Will communicate using all available means as to not hinder customer service and on-time delivery

Teamwork:

- Partners with all 'company' staff to generate and implement ideas that promote the health and the growth of the 'company'
- Builds trust, cooperation, and commitment to achieving mutual goals

Initiative:

- Is self-motivated and demonstrates ability to fulfill job requirements
- Proactively seeks ways to make internal processes effective and efficient with approval from Director of Sales & Marketing

Position Qualifications:

Knowledge and Experience:

- Salesforce or CRM
- QuickBooks
- Online Research
- Data Entry
- Ability to multitask
- Detail oriented

Communication skills:

- Discreet and tactful communication with entire company team, professional consultants, customers, vendors and suppliers
- Ability to follow directions and communicate understanding

Attitudes and Behaviors:

- Ability to work well in teams, pleasant, helpful/ optimistic
- Ability to adhere to 'company' policies and procedures

Physical Requirements:

- Work is performed in a normal office setting with minimal exposure to health or safety hazards
- Substantial time is spent working on a computer

Benefits & Compensation:

- \$25K-\$35K Salary Range + Unlimited monthly bonus structure
- Simple IRA Retirement plan with 3% company match
- Paid time off
- Paid holidays off, including the week between Christmas and New Years

Interested parties should submit a resume and cover letter to jobs@abramsnation.com

This position reports to the Director of Sales & Marketing

Abram's Nation has been honored for contributing to the special needs community with the innovation of The Safety Sleeper, and philanthropy of Fund It Forward, the non-profit created to help families get adaptive equipment not covered by insurance. Other accolades include the 2018 appointment to the Western Pennsylvania District Export Council, Pittsburgh Business Times, 2018 Women of Influence Award, U.S. Small Business Administration's 2017 Exporter of the Year Award and Spotlight on Women in Business in Pittsburgh Magazine.