



Central Carolina Scale

SALES SERVICE CALIBRATION RENTALS

5393 Farrell Road Sanford, North Carolina 27330 • Telephone: 919-776-7737 • Fax: 919-774-1622 • www.centralcarolinascale.com

SALES ASSOCIATE (Full Time)

The sales associate will work closely with an experienced sales person to learn the basics of Industrial Weighing Sales. Emphasis will be placed on Equipment Specifications, Managing and facilitating Customer Orders to ensure Outstanding Customer Service, Product Recommendations, Working with Customers on the Phone, Quotes, Invoicing/billing, Successful Selling Skills, Customer Relations, Customer Surveys and much more.

This candidate will provide a growth oriented role by increasing the company's overall sales efforts. Once trained, this person will draw from an understanding of the scale market place to successfully build a long-term relationship with customers and industrial distributors.

Small amounts of travel in assigned region in pursuit of company business may occur. Training is available, both on the job and factory sponsored, and will include Successful Selling Skills, Mechanical Scale Basics, Introduction to Data Communications, Weights & Measures, Scale Conversions, and Basic Scale Communications (Hardware, Parameters).

Good computer skills are required. Software knowledge includes: Microsoft Office (especially Word and Excel) and Sage Businessworks experience is a plus. Email marketing knowledge is also a plus. Ideal qualifications are Bachelors Degree or Associate Degree in Business Administration, Sales or Marketing and/or four or more years industrial products / scale industry sales experience. Job is based in Sanford, North Carolina.

Benefits

- ✓ Competitive Salary
- ✓ Vacation
- ✓ Holidays
- ✓ Personal Days
- ✓ 401K
- ✓ Uniform Allowance
- ✓ Expense Account
- ✓ Profit Sharing

Contact Information

Name: Central Carolina Scale, Inc.
Address: 5393 Farrell Road Sanford, NC 27330
Email: resumes AT centralcarolinascale.com

Application Instructions

Thanks for your interest in our sales associate opening. Please send us your resume. We will evaluate all resumes received and we will then contact the finalists to proceed.