

Time for an exciting change? Do you like independence and the opportunity to work on your own? Do you want to work for an industry leader? Due to our tremendous growth, BE'S Refreshments, NE Wisconsin's premier refreshments company, is looking for a quality Outside Sales Rep to join our team!

### **Life as an Outside Sales Rep:**

- Responsible for the growth of our Vending, Micro-Markets, Renard's Catering, Pantry Services, Office Coffee Service, 5 Gallon Water Service & Water Filtration within the organization.
- Responsible for communication to and retention of accounts.
- Visit accounts and clients to maintain good relations and react to any comments, suggestions, or concerns for the purpose of account retention.
- Coordinate installations in new and existing accounts; perform account location inspections and machine audits to ensure company standards are met.
- Review reports to ensure integrity, control spoilage rates, monitor and control products for correct sales mix; ensure quality, cleanliness, merchandising, customer service and company policies and programs are maintained.
- Assist in all sales forecast for new business within the organization.
- Work hours as needed to meet full scope of job responsibilities.
- Travel may be required including overnight trips by car or airplane for customer or vendor visits, trade shows, and ongoing educational seminars.
- And all other duties as assigned.

### **Career Essentials/Attributes:**

- Ambitious
- Problem solving approach
- Professional attitude
- Great with new technology

### **Qualifications:**

- Two-year College degree preferred or the equivalent combination of education and experience.
- High degree of honesty and integrity, able to work independently, exercise good judgment and take initiative with minimal direction and oversight.
- Proven ability to work well in a team environment and evidence of collaborative skills to successfully complete projects.
- Excellent verbal and written communication skills, attentive and timely in responses.
- Good follow up and ability to juggle multiple tasks simultaneously.
- Collaborative and cooperative work style internally and externally with a "can do" attitude.
- Excellent problem solver who sees solutions instead of obstacles.
- Familiarity with MS Office software and strong computer skills.
- Valid driver's license.

- Excellent attendance record.

*We are an equal opportunity employer, with a competitive benefit package in a drug free workplace.*