

<b>JOB TITLE: OUTSIDE SALES REPRESENTATIVE</b>			
<b>Department:</b>	<b>SALES</b>	<b>Location:</b>	GTI - Miami, FL
<b>Salary/Wage:</b>	Based on experience and qualifications	<b>Status:</b>	Full Time Employee
<b>Position Type:</b>	Full Time	<b>Relevant Work Experience:</b>	2+ Years
<b>Career Level:</b>	Staff	<b>Education Level:</b>	HS
<b>Posting Date:</b>	<b>02/02/2009</b>	<b>Closing Date:</b>	<b>OPEN</b>
<b>Contact:</b>	<b>rosita@gti-inc.com</b>		

### **JOB DESCRIPTION**

Position consists of, but is not limited to, selling, promoting, marketing, telemarketing, mailings, appointment setting, order and quote writing. Sales reps will be engaged in cold calling as well as product presentations, product training to end users. Will need to be involved in resolving conflicts, collections of debts and maintaining a high level of customer satisfaction.

### **REQUIREMENTS**

Work hours required are a minimum of 8 am to 5 pm, Monday through Friday. Initially, reps are more likely to work 12-hour days.

Expected to turn in daily sales call sales reports, with a minimum of 15 cold calls required. Quotes must be submitted to the Purchasing department. Orders must be entered on the Web. Expected to help resolve collection issues after 60 days.

### **QUALIFICATIONS**

- Must possess computer skills, ability to process and enter information accurately and enter information accurately and under deadlines (Web OE)
- Ability to fully understand customer service philosophy and procedures of the company and possess excellent customer service skills
- Ability to be an excellent listener and determine needs of the customer
- Ability to deal effectively and communicate with customers -maintaining GTI's mission of being the Recognized Leader in Customer Satisfaction as a guiding factor
- Ability to work under pressure, maintain a positive attitude and project a positive image of the Company at all times
- 2+ years of outside sales experience with a preference for Industrial Packaging products.
- Above average ambition and desire to succeed
- 100% acceptance of responsibility for results
- Must possess self discipline, be a self driven individual
- Must own and operate their own transportation in order to fulfill the essential functions of the job, as well as meet GTI's insurance requirements.
- Must possess a valid FL driver's license with:
  - No more than 2 moving traffic violations and/or 6 points within the previous 36 months,
  - No more than 1 preventable accident during the previous 36 months.
  - No citations or convictions for Driving Under the Influence(DUI), Leaving the Scene of an Accident, or Suspended or Revoked Drivers License during the previous 5 years.