

JOB POSTING REQUEST FORM

Job Details

Reference #	CP-394-2021
Company Name	Kabalan Group
Industry	Furniture
Vacancy	Export Sales Representative
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	Remote, Permeant
Major(s)	Business
Degree	Bachelor
Years of Experience	5+
Location	Any
Remuneration & Benefits	Fresh Dollar Commission based position
Tasks & Responsibilities	<ul style="list-style-type: none"> • Prospect and develop new and additional business with existing clients, establishing long-term, profitable strategic relationships that focus on both the value of our products and services • Identify top value market channels and convey to the team • Build strong knowledge of market segments to achieve highest value return to the mill(s) • Assist in the establishment of selling programs to clients in a coordinated effort with the Director and Business Development team • Receive requests for quotation from clients, prepare and return promptly. Negotiate and close the sale as appropriate • Participate in sales plan forecasting and provide recommended updates • Daily marketing of offering list resulting in closed sales per plan • Orchestrate the company response on complaints and claims, ensuring the appropriate sense of urgency while proactively communicating status within and outside the company • Maintain pricing documents and oversee order/data entry and analysis as appropriate • Establish and maintain a successful market intelligence network • Facilitate a collaborative working relationship with key operations personnel, internal and external clients • The measure of success will be meeting or exceeding goals set by the Director in the areas of order entry, data tracking, collection, and reporting • Models company core values