



Contact Information:

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**NOW ACCEPTING APPLICATIONS FOR:
REGIONAL SALES MANAGER**

Financial success is waiting for you! Are you motivated by the potential for high commissions? Do you have a proven track record for generating new business revenue? Are you familiar with Kern County's major industries? Yes?! Then send us your resume now! We have an immediate opening for an experienced Outside Sales Representative and are offering a very competitive base salary and commission structure

OUTSIDE INDUSTRIAL SALES REPRESENTATIVE / REGIONAL SALES MANAGER

We are looking for a seasoned sales professional to promote and sell our safety services and products throughout Kern County and the Central Coast.

Essential Functions:

Prospects New Accounts: As an Outside Industrial Sales Representative, you are responsible for prospecting and soliciting new business and generating profitable revenue through cold calls, lead generation and networking, with the purpose of increasing sales of gas monitoring equipment, safety services, and other safety related products and equipment.

Market Strategy: Meeting or exceeding established sales goals by developing and executing a successful business strategy to meet revenue goals. Analyzes market conditions, competitive position, and potential customer needs to obtain service contracts and/or sales and generate new business. Directly responsible for participating in generating creative ideas to better penetrate the market and increase sales results.

Account Management: Manages accounts by developing and employing a thorough understanding of customer needs, competitors, and market conditions. Acts as liaison between customer and company with regard to pricing, products, delivery information, payments, service and general inquiries.

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Sales Accountability: Meets sales accountability requirements by preparing, in a timely manner, sales-related paperwork including providing written quotes to customers; provides weekly itinerary, call reports with action items/follow up, sales projections and results, market conditions, expense reports, mileage reports, etc., to management.

Secondary Accountabilities: Customer service oriented and able to interact with the public in a professional, respectful and courteous manner at all times. Maintain a professional and neat appearance of self and vehicle when representing the company. Attends training and seminars as requested by management. Attends safety meetings; participates in and/or attends business networking opportunities within the industry as requested by management. Maintain and upgrade selling skills and technical product knowledge as it relates to safety services and equipment.

Desired Minimum Qualifications – Applicants must meet the following minimum criteria in order to be considered for this position:

Experience & Education:

- Minimum 5 years experience combined in outside sales and/or customer service, preferably in industrial safety services and/or equipment.
- Proven success in the attainment of challenging sales goals in direct business to business sales.
- High school graduate or equivalent required; bachelor's degree preferred. Will consider an equivalent combination of secondary education and work experience.

Necessary Knowledge, Skills and Abilities:

- Must be able to work independently and meet deadlines.
- Must have effective time management and organization skills; must be detail oriented.
- Must possess excellent oral, written, and presentation skills.
- Ability to speak effectively and persuade or influence individuals with purchasing authority using oral communication skills; must be able to overcome objections.
- Must be computer literate and have a strong knowledge of Microsoft Office (minimum Word, Excel and Outlook). Good typing skills are needed for communication via email and reporting requirements.

Special Requirements:

- Will be required to drive for customer prospecting and appointments (75% of job).
- Must have a valid driver's license and clean DMV – no DUI's within the past three years; maximum of three points on driving record (must provide after initial interview).
- Must be able to pass a drug test and background screening.



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Guardian Safety Services is a privately owned company providing safety equipment, supplies, sales, services and consulting to all industries in Kern County. We offer a competitive base salary and commission structure, fuel allowance and an excellent benefit package. No relocation package is available so you must reside within a reasonable distance from Bakersfield.

Contact:

- Email resumes **with cover letter** to jobs@guardiansafety.com
- Fax resumes **with cover letter** to 661-615-6115
- Apply in person **with cover letter** and resume: 12625 Jomani Dr., Suite #102, Bakersfield
- No phone calls please.



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