



SALES REPRESENTATIVE

Overview:

Dismas, a value-added services logistics partner for some of the world's leading retail and apparel brands, is recruiting a sales representative. This primary responsibility of this role is to secure business through building relationships and establishing value proposition with new clients. Qualified candidates will have a track record of success in sales. Prior experience in retail supply chain operations, logistics or distribution management is preferred. Based in Columbus, Ohio, this position is primarily customer-facing, with time spent in the company headquarters to facilitate strong internal relationships.

Responsibilities:

- Actively pursue and cultivate relationships with new customers
- Exceed all established quantitative sales goals
- Utilize CRM and other sales support systems to drive sales
- Work in collaboration with other team members to identify new opportunities within accounts and to establish regular reporting metrics
- Participate actively in networking and engagement initiatives
- Collaborate closely with the operations team to facilitate customer satisfaction

Qualifications:

- Bachelor Degree
- 3-5 years successful sales experience
- High level of motivation
- Outstanding communication skills
- Strong attention to detail
- Demonstrated knowledge of the retail and apparel industries is preferred

If you feel you are the best fit, email Kristen Schmitt at kschmitt@dismas.net.

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