



## National Sales Representative

We like to do things the Eteros way: that means we do everything in house, from 3D prototyping to CNC machining, from fabricating to wiring. We now have over fifteen products in our line-up and continue to design and release new products each quarter.

As our product lines expand, it has become time to expand our sales department. We are looking for someone who thrives off the excitement of the hunt for a new sale and has the tenacity to follow it through to the end.

Check out what we make here!

[www.mobustrimmer.com](http://www.mobustrimmer.com)      [www.thetriminator.com](http://www.thetriminator.com)

The culture at Eteros is extremely important to us. It is a tangible feeling that becomes contagious when you have the right people in place. So, what type of person is the 'right fit' for Eteros? Here is what we are looking for when it comes to fit:

Right Fit	Not a Fit
Can-do attitude	"That's not my job" mentality
Strong work ethic	Not eager to learn
Sense of urgency	Lackadaisical
Resourcefulness	Not putting in an honest day's work
Follow-through	Not a team player
Passion in your work	Not taking ownership
Happy people	Watching the clock

### Requirements

- Must be willing to travel (approximately 50% of the time)
- Entrepreneurial spirit and a hunger to grow professionally

### Salary

\$50,000 - \$100,000 depending on experience.

### Job Perks

In addition to working with an awesome group of people, Eteros offers a comprehensive benefits package after three months. After one full year of employment, employees are eligible to participate in the company's Employee Stock Ownership Plan.

### Duties

- Drive brand awareness

- Identify & close new sale opportunities
- Represent Eteros at industry events, trade shows, and conventions
- Meet with customers, dealers, and partners to develop key relationships
- Work effectively from various locations, including while on the road
- Compile information in the company's CRM (HubSpot) related to customer and prospect interactions, including:
  - Call & appointment history
  - Future project opportunities
  - Quote activity with probability of sale conversion
  - Status of sales opportunities
- Other duties as assigned

### The Ideal Candidate Will...

- Have a positive, magnetic, customer-first personality
- Will be an energetic self-starter with the ability to maximize sales and marketing efforts, both independently and within a team
- Be able to present products and promote their benefits in person and on the phone
- Have a strong interest in contributing to the growth of the business
- Can build rapport and gather information via face-to-face interactions and over the phone
- Be mechanically inclined
- Be professional, punctual, organized, and respectful
- Have a valid drivers license, good driving record, and reliable vehicle
- Be flexible to work weekdays and weekends
- Have a demonstrated record of success in outbound sales environment with emphasis on B2B sales
- Will have previous experience with automotive, equipment, or agricultural sales

### Applications

Please take the following two steps to apply:

1. Complete the Predictive Index at the following link:  
[https://assessment.predictiveindex.com/bo/q50/Sales\\_Representative](https://assessment.predictiveindex.com/bo/q50/Sales_Representative)
2. Submit your application, addressing the requirements of the job poster, to [careers@eteros.com](mailto:careers@eteros.com)