

Sales Representative Job Opening

About us:

WJS Enterprises, Inc is a local company that has been servicing southeast Louisiana for over 50 years. WJS Enterprises represents three of the biggest names in office Technology, Canon, HP and Lexmark. WJS handles all your office hardware from small desktop printers and multi-functional devices to your production equipment used in printshops. We are professional, agile and growing. Our work environment includes:

- Modern office setting
- Growth opportunities
- On-the-job training

Responsibilities:

- Develop and maintain relationships with new and existing customers
- Conduct sales presentations and product demonstrations to potential clients
- Identify customer needs and recommend appropriate solutions
- Collaborate with internal teams to ensure customer satisfaction and timely delivery of products
- Meet or exceed sales targets and goals
- Prepare sales reports and forecasts
- Stay up-to-date with industry trends and market conditions

Experience:

- Proven experience in outside sales or a related field
- Strong customer service and interpersonal skills
- Technical sales experience is a plus
- Familiarity with Salesforce or other CRM software
- Ability to analyze market trends and competitor activities

As an Outside Sales Representative, you will be responsible for driving business growth by acquiring new customers and maintaining relationships with existing ones. You will utilize your strong sales skills to identify customer needs, provide solutions, and negotiate contracts. Your ability to analyze market trends and competitor activities will be crucial in developing effective sales strategies. If you are a motivated individual with a passion for sales, we would love to hear from you.

Join our WJS Team today and take the next step in your sales career!

Job Type: Full-time

Salary: \$30,000.00 - \$75,000.00 per year

Benefits: Health Insurance, 401K Retirement, Paid Time Off

Compensation Package: Base Pay, Commission Pay, and Bonus Opportunities

Schedule: 8 Hour Shifts

Travel Requirement: To and from the office and/or within your sales territory

License/Certification: Drivers License and a clean driving record

Work Location: Elmwood area and your sales territory

See www.wjsenterprises.com or Call Chris at 504.837.5666 for additional details