



Territory Sales Representative

COMPANY DESCRIPTION

BOPLAN (www.boplan.com) is an international group that manufactures industrial safety products to protect people, machines, and buildings against accidental impacts from forklift trucks. We are affecting real change by increasing the level of workplace safety with our highly innovative and “premium” products. BOPLAN USA caters to large industrial customers across the US such as Amazon, Walmart, BMW, UPS, Ford Motor, Nestle and Georgia Pacific, just to name a few.

JOB DESCRIPTION

As a Territory Sales Representative, you will be responsible for both the development of new business as well as further developing existing relationships within your territory. Leads are obtained by participating in trade shows, inside sales as well as your active prospecting. Supported by an internal organization, you will use your extensive product knowledge to visit customer facilities and propose the right solution to our customers.

This is a home-based position, and you will cover an extensive territory which will require a lot of car travel. As such, you should be willing to travel 35-40% of your time. Your responsibilities will include:

- Penetrate industrial accounts and set-up relationships with Safety, Facility, Project Engineers and Maintenance professionals (influencers and decision makers).
- Visit industrial plants throughout your territory, identify problem areas and formulate solutions for your customers (solution/value selling).
- Understand the sales cycle steps for each account and guide customers through their decision making leading to close.
- Evaluate industrial environments, take measurements, and translate that information into a well-substantiated pricing quote.
- Maximize your relationships to get referrals and extend your network, whether within your territory or within your customers' network.
- Set-up and participate in local and potentially national tradeshow.
- Work with internal departments to facilitate projects from quote to installations.
- With help of internal sales, focus heavily on new customer acquisition to secure growth in your territory.
- Properly use and maintain information in our CRM system.
- This is a pioneering position to quickly grow a defined territory and establish Boplan is the leader in the market.

BOPLAN USA

4350 W. White Road, Ste 300 – Flowery Branch, GA 30542
www.boplan.com - jobs@boplan.us – 678-890-5906





WHAT WE ARE LOOKING FOR

- Enthusiasm is an absolute must! As we are truly passionate about our product, we will need you to be as well.
- Experience in industrial sales is a plus as well, but not required. A relevant initial sales experience is necessary!
- Ambitious, self-confident and willing to learn.
- Go-getter mentality with a sharp mind
- An individual performer that also understands the value of teamwork and looks to be part of a team of A players!
- A mature personality with strong integrity and common sense
- A bachelor is a plus, but not required.
- You recognize yourself in the values as described below

WHAT YOU CAN EXPECT AS A TEAM MEMBER

A competitive base

Outstanding Benefits, including low deductible Medical, HAS, dental, vision and life. 401K with 3% match. PTO (vacation, sick and personal time)

Professional growth. Our company plans for fast growth and as such, your proven results will give you opportunities for advancement.

A highly varied job. Although we are a global company, we foster a small company feel where team members are encouraged to take charge and results are noticed.

The chance to make a difference. Our products make industrial environments safer than ever before. Our vision? Our legacy is a safer world. You will help make this happen.

OUR VALUES

Positivity: constructive, driven, fun loving, grateful, at peace, committed, hopeful, proud, inspired, loving.

Ownership: Taking ownership means taking responsibility for an outcome and not put blame on everyone else. It means being pro-active and anticipating instead of waiting and being reactive.

Passion: Unconditionally defend what it is you are passionate about.

Connection: Being capable of setting aside differences or conflicts to develop long term relationships and feel connected to colleagues, customers, organizations, our company, our product, etc.

Agility: The capacity to change your behavior and approach in the face of changing environments, people, and business needs, with the aim of best achieving certain personal and professional goals.

Reliability: The capacity to gain credibility by acting consistently according to own principles and values. We establish trust with others on the bases of authenticity and consistently deliver upon the commitments we have made.

If you are interested in this position, we look forward getting to know you. Please email us at jobs@boplan.us

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