



Outside Sales Representative (Towaco, NJ)

Earn more – Learn more – Get more! Are you great at outside sales?

For over 40 years, **Panova** has been a market leader in engineered rubber, plastic, and metal solutions. Our cost-effective, global manufacturing capabilities ensure superior performance & manufacturability as well as reliability throughout the product life cycle. Learn more about us a www.panova.com.

Due to growth, we are seeking a self-motivated, results-oriented sales “Hunter” for an Outside Sales role in the Towaco, NJ area. This position requires that you work from the office in Towaco each day and make customer site visits one week per month

We are proud to offer:

- Competitive base salary plus unlimited commissions
- Incentive programs
- Laptop
- Travel Budget
- Medical insurance
- Retirement Plan
- Superior products and services
- Excellent, on-going training program
- Growth opportunity

In this “Hunter” sales position, you will be working from of the corporate office and will be responsible for delivering the Panova value proposition to current and prospective customers. Specific job duties will involve prospecting for new business opportunities and upgrading existing customers. You will achieve 100% of quota through implementing creative sales strategies, performing extensive customer needs analyses and site surveys, presentations, and product demonstrations.

Qualifications include:

- Bachelor’s degree preferred
- 3+ years business-to-business sales experience preferred
- Records of sales success and/or achievements
- Sales experience in a manufacturing environment
- Understanding of 3D models and 2D engineering drawings a plus
- Competitive nature, driven to succeed with exceptional work ethic
- Proven track record of consistently exceeding corporate objectives and quotas
- Strong analytic skills and the ability to think strategically
- Superior hunting/prospecting and negotiation skills
- Excellent presentation, communication, organizational, and time management skills
- Computer proficiency: MS Office and Video Conferencing
- Strong CRM skills
- Must report to the office in Towaco each day

Join a Company that is driven by these core values:

- **Do the Right Thing:** Do the RIGHT thing...even when no one is looking.
- **Well Done!** Excellence is 20% skill and 80% attitude.
- **Humility:** True humility is remaining teachable, regardless of how much you know.
- **Get Things Done:** If you want to be more productive, you must be a master of your minutes.
- **The Glass is Half Full:** Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence

If you are looking for an outside sales “Hunter” opportunity designed for success, APPLY today!