



EQUIPMENT & REPAIR SERVICE

W H E N Y O U N E E D I T N O W .

Hydraulic Preventive Maintenance & Hose Sales Representative

Sargent's Equipment & Repair Service is a service-oriented company that prides ourselves with the relationships we have built and cultivated throughout the scrap, demolition and recycling industry. We like to represent our motto of "When you need it Now" by providing our customers with 24-hour service, 7 days a week. We show up on site with the correct tooling, machinery and knowledge to minimize our customers headaches and issues. We promote from within our own organization and reward team members with the potential for advancement and pay increases! We offer competitive pay and career advancement based on performance.

Summary of Position:

The Sales Rep. is responsible for prospecting, developing, and capturing new customers. These calls will be within all industries across the board where hydraulic hoses are used. This role will work closely with inside sales and warehouse staff to ensure orders are fulfilled in a timely fashion.

Benefits:

- 401(k)
- Dental insurance
- Health insurance
- Opportunities for advancement
- 9 Paid Holidays
- Weekly Pay
- Vacation
- Year End Bonus (based on Performance)
- Paid Training

North Branch:

Office 847•844-4131 • Fax 847•844-4132
155 Industrial Drive, Gilberts, IL 60136

South Branch:

Office 708•758-2062 • Fax 708•758-2676
281 E. Sauk Trail, South Chicago Heights, IL 60411



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Education and Experience for Commercial Sales:

- High school diploma or GED (required)
- 1-3 years of hose experience (highly preferred)
- Prior industry or commercial related sales experience (required)
- Bachelor's degree (preferred but not required)

Qualifications and Requirements:

- Familiar with standard concepts, practices, and procedures within sales
- Proficiency in assessing, profiling and analyzing merchants' needs and proposing customized proposals
- Critical thinking and reasoning to provide customer support and satisfaction
- Excellent verbal and written communication skills
- Solid computer skills such as typing and navigation through various computer programs including MS Outlook, Excel, and Windows OS
- Ability to retain product knowledge
- Commitment to working additional hours as needed to complete orders received daily
- Energetic, outgoing, and positive attitude
- Ability to prioritize and manage time
- High attention to detail

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Responsibilities for Commercial Sales Rep:

- Sell, service, and promote Sargent's Equipment preventative maintenance services and hose product line to external customers
- Develop business strategies to raise customer pool, expand store traffic, and optimize profitability
- Develop and implement new sales initiatives
- Sell to prospective customers using either pre-established leads or self-sourced leads
- Provide on-the-ground support for sales
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship with them
- Track and report sales data to leadership teams

Must be willing to make cold calls daily!

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