

GARRETT ELECTRONICS, INC. dba GARRETT METAL DETECTORS
POSITION DESCRIPTION

DIRECT SALES REPRESENTATIVE

POSITION SUMMARY:

Works in an ISO 9001:2015 environment to execute sales strategy, initiate contact with existing and potential customers, identify needs and sell appropriate merchandise to meet those needs.

SPECIFIC RESPONSIBILITIES:

- Represent Garrett in the market with the highest level of ethics and professionalism
- Assist with prospecting activities
- Work within the structure of a formal sales process in order to move opportunities to a successful close.
- Communicate with prospective customers to establish buying cycles, customer needs, and create a strong customer-supplier relationship.
- Increase sales in assigned market segments
- Prepare and present sales information to customers in written formats, Webex sessions, and face-to-face meetings
- Secure and place orders taking into consideration delivery dates and inventory levels for fulfillment.

QUALIFICATIONS:

- Relevant sales experience (B2B and experience with security products and services is a plus)
- Bachelor's degree or equivalent

Special Skills & Qualifications:

- Self-motivation
- Time management
- Communication Proficiency
- Customer/Client Focus
- Results-driven
- Internet research
- Some travel will be required for this position. Amount of travel is TBD based on assigned responsibilities.

COMPANY WIDE CORE COMPETENCIES:

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|------------------------------|------------------------------|
| - Environment of Care | - Employee Health and Safety |
| - Leadership Initiative | - Human Resources |
| - Customer Service | - Performance Improvement |
| - Ethics and Code of Conduct | - Information and Management |

MEASURES OF EFFECTIVENESS:

- As observed by manager and others
- Review of communication and presentation materials
- Service is delivered in a safe, competent, and efficient manner as determined by outcomes, quality monitors, and other internal and external processes
- Conduct and interpersonal relationships contribute positively to the delivery of quality product and services, and to orderly operation of the department and the facility
- Skills are maintained and enhanced through participation in planning activities, and attendance at in-service and continuing education programs

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MENTAL AND EMOTIONAL REQUIREMENTS:

Have the ability to work independently and in a team environment. Effectively present information to management and public groups. Interpret a variety of application specific technical requirements, answer technical inquires, and maintain an in depth technical understanding of the company's products.

ENVIRONMENTAL CONDITIONS:

Work in a well-lighted, heated and/or air-conditioned indoor office/production setting with adequate ventilation and moderate to loud noise levels. Be able to work within end user environment both indoor and outdoor for short periods of time.

PHYSICAL DEMANDS:

Demands of physical activity are sedentary to perform non-strenuous daily activities of a technical nature to work from a sitting or standing position. Have manual dexterity sufficient to reach/handle items, work with fingers and perceives objects and materials with time variances of each. One must be able to stand under 2/3%, walk under 1/3%, sit over 2/3%, and usage of hands over 1/3%, reach with hand/arms under 1/3 %, talk and listen over 2/3% and have the ability to carry or lift up to 50 pounds under 1/3 %. Vision requirements at times will include close ranges (20 inches or less), depth perception (Three dimensional) and ability to adjust focus (bring an object into sharp focus). Frequent travel overnight (up to 50%) by land and/or air.