



SELLMARK®

“BRANDS THAT SELL”

Field Sales Representative



Sellmark Corporation is a leading manufacturer of outdoor lifestyle products headquartered in Mansfield, Texas. Sellmark’s brands include: Sightmark, Pulsar, Firefield, 12 Survivors, Head Tilt and Southern Crossbow. Our brands and products are found in more than 50 countries and are represented at Academy Sports and Outdoors, Bass Pro Shops, Cabela’s, Dick’s Sporting Goods and other top retailers. Sellmark’s corporate awards include: Inc. 500|5000 Fastest-Growing Companies; Dallas 100™ Fastest-Growing Private Companies; Fort Worth Business Press Top 100 Private Companies and more. Sellmark seeks employees with the ability to contribute creatively in teams as well as work independently to achieve our vision—to be the No. 1 developer of brands and products for the outdoor lifestyle market.

Core Duties and Responsibilities

- Establishes, develops and maintains business relationships with current and prospective customers in the assigned territory/market segment to generate new business
- Penetrate all targeted accounts and radiate sales from within corporate database and uncover new opportunities
- Make outbound visits to existing and new customers with emphasis on optimizing customer relations and producing new sales
- Handle inbound, unsolicited prospect calls and convert them into sales
- Emphasize product features and benefits, quote prices, discuss terms and prepare sales order forms and/or reports
- Researches sources for developing prospective customers and for information to determine their potential
- Analyzes the territories/market’s potential and determines the value of existing and prospective customers value to the company
- Provides sales support to new and existing accounts by understanding the customer’s business, anticipating their future needs and becoming their primary supplier
- Experience in travel planning and maintaining accurate records including expense reimbursement and other documentation as needed
- Attend industry trade shows and participate in special events as needed

Required Skills and Attributes

- High level of integrity and strong work ethic
- College degree preferred or an applicable combination of education and experience
- Road Warrior – 25% travel (Out of State)
- Effective communicator (written and oral)
- Strong sales, presentation and negotiation skills
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas
- Shooting/Hunting outdoor experience a big plus
- Military background a plus
- Professional appearance and demeanor
- Able to lift, carry and transport heavy sample cases and trade show materials

Competitive Compensation, Benefits and Training

- Base salary \$30K to \$35K DOE –DFW Candidates only
- Commission structure based on sales
- Paid vacation, medical Insurance and 401K
- Initial intensive training program, continual professional training and career enhancement opportunities available

Send resumes and a cover letter to: employment@sellmark.net or fax (817)394-1628

