

Approved Outside Commercial Sales Manager Post -

Description

Car Toys is the largest independent retailer for car audio and wireless phones in the USA. We operate 49 stores in Washington, Oregon, Colorado and Texas. We are the #1 Mobile Electronics Retailer because of our dedication to our awesome products, wonderful customers and the BEST employees! Currently we are looking for **Outside Commercial Sales Manager** to drive sales in their given territory!

Do you like pounding the pavement while looking for that next big sale? Wouldn't you enjoy selling a product you use everyday...and enjoy?!? Of so, bring your previous outside sales experience to Car Toys! We offer competitive rate plans, advancement & development opportunities with an industry leader! **Become the best by working with the best!**

Essential Job Duties:

As an Outside Commercial Sales Manager, you are tasked with visiting local dealerships and existing accounts to bolster business relationships as well as develop new ones. Use your previous sales skills to be a consultative player in the market and show our customers why Car Toys is the best:

- Maintain a professional appearance & demeanor at all times
- Develops leads, makes regular sales calls and visits to existing and potential clients
- Attains commercial sales goals by planning, directing and coordinating a strategic plan for sales
- Utilizes previous consultative sales experience to develop and drive sales
- Provides support & coaching to store Commercial Sales staff in developing accounts and closing deals

Here is your opportunity to find out why Car Toys is not only a "**Better way to go**" for car electronics, but also for employment!

Requirements

We're looking for...:

- One or more year's prior successful store Commercial Manager experience and/or outside sales experience
- Must have good driving record, insurance and reliable transportation
- Should possess insurance replacement and wholesale industry knowledge
- Can work independently with minimal direct management from supervisor
- Car stereo and communications product knowledge a plus
- Should possess insurance replacement and wholesale industry knowledge
- Computer literate in Microsoft Windows based software

We've got the BEST in benefits:

- Medical, Dental, Vision and Aflac coverage available
- Matching 401(k) plan
- Paid vacation program
- Income potential above the industry average
- Generous employee purchase program
- Special employee wireless rate plans
- Exceptional sales and incentive contests

Car Toys, Inc. supports and encourages a diverse workplace. Any offer of employment is contingent upon the results of a pre-employment background check.