



### **Outside Sales Associate- Northeast Pennsylvania**

Witmer Public Safety Group, Inc. is searching for an Outside Sales Associate for the **Northeast Pennsylvania** Territory covering **Wyoming, Lackawanna, Luzerne, Wayne and Pike Counties** for its fast growing emergency equipment and supply company. In addition to numerous showrooms and a specialized outside sales force, the two e-commerce websites: TheFireStore.com and OfficerStore.com are powerful, brand-focused settings for our customers to experience our industry leading prices, product selection, and customer service.

Reporting to the Sales Operations Manager, the candidate is to demonstrate the ability to promote, market and sell products offered by Witmer Public Safety Group, Inc. and Self Contained Breathing Apparatus (SCBA) and Gas Meter Services to new and existing clients.

### **Qualifications & Abilities**

- B.S. Degree and/or equivalent experience
- **Previous cold-calling sales experience with proven track record**
- **Must be an experienced fire fighter**
- **Must live in territory**
- Valid driver's license and clean driving record
- Ability to travel locally
- Good communication, computer and interpersonal skills
- Knowledge of competition, capable of performing analysis and presenting results and recommendations to senior management

### **Responsibilities**

- Sell to clients our products and services
- Solicit new customers
- Maintain sales levels
- Submit bids, execute quotes and process reports
- Keep up-to-date records on products, customers and prospects
- Demo equipment and train clients
- Handle complaints and give feedback to management for strategizing
- Attend trade shows
- Disciplined approach to problem solving and ability to meet required deadlines, multi-task, independently handle stress, and maintain a mature problem-solving demeanor

To inquire about this position, please send resume and salary requirements via the following methods:

**Email:** [khuntsman@WPSGinc.com](mailto:khuntsman@WPSGinc.com)

**Fax:** 888-335-9800 Attn: Karen Huntsman

**Mail:** Karen Huntsman, Witmer Public Safety Group, Inc., 104 Independence Way, Coatesville, PA 19320

Note: There is no relocation assistance available for this position.