



Outside Sales Representative

Send resume to:	contact@NASautomation.com	
Department:	Sales	
Location:	Henderson, Nevada Phoenix, AZ S. California	
Job Title:	Outside Sales Representative	
Reports to:	Division Sales Manager	<i>Title</i>

Level/Grade:	Type of position: <input checked="" type="checkbox"/> Full-time <input type="checkbox"/> Part-time <input type="checkbox"/> Contractor <input type="checkbox"/> Intern	Hours: 40 / week <input checked="" type="checkbox"/> Exempt <input type="checkbox"/> Nonexempt
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POSITION SUMMARY

Currently located in the Southwestern U.S., National Automation Services, Inc. (NAS) is leading the industry as an elite System Integrator, AB Solutions Provider, Siemens Solution Partner, and UL Certified panel facility. By aligning with nationally recognized regulatory bodies, it offers NAS with significant marketplace credibility, product compliance integrity, and the highest standards for service and products. From custom control panel design and fabrication to system controls and integration, it is our mission to provide the best solutions to our customers.

ESSENTIAL JOB DUTIES

The goal of the Outside Sales Representatives is to generate new business, grow sales and provide sales support to existing accounts. The Representative through direct customer contact is responsible for the following within their assigned territory:

- Achieve the sales revenue objectives in the territory assigned.
- Maintain records of all significant customer contact into CRM software to allow for measurement and control of proposal effectiveness.
- Develop and maintain opportunity pipeline.
- Manage sales activities to ensure revenue goals are met.
- Accurately report activity and opportunity pipeline data.
- Maintain and schedule a high number of weekly, face-to-face meetings with new prospect clients.
- Qualify, control and close sales opportunities.

Continued on page 2

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SKILLS & EXPERIENCE REQUIREMENTS		
<ul style="list-style-type: none"> • Minimum 2-3 Business to Business sales experience • Intermediate proficiency in PowerPoint, Word, and Excel. • Must be able to travel within an assigned territory. • Excellent prospecting, presentation and selling skills. • Ability to work independently in dynamic and fast-paced environment. • Previous use of CRM software to organize daily tasks a plus. • Strong communication skills, both verbal and written. • Working knowledge of Instrumentation and Controls helpful, but not necessary. 		

Additional Information (HR use only)	
Generic title/code	Outside Sales
Pay grade	Based on experience
Last revised	6/4/10
Reviewed by	<i>Title</i>
Approved by	
Date Posted	6/4/10
Date Hired	