



Job Title:	Sales Professional	Job Category:	Sales
Department/Group:	Sales	Job Code/ Req#:	VG-C-SALES
Location:	Newburyport, MA	Travel Required:	Occasional
Level/Salary Range:	Commissioned Sales	Position Type:	Contracted
HR Contact:	Tina Newman	Date posted:	December 1, 2016
Will Train Applicant(s):	Product based training will be provided, along with company strategy and culture.	Posting Expires:	January 30, 2017

Applications Accepted By:

FAX OR E-MAIL:

(617)516-1611 OR TINA@VISIBLE-GOOD.COM

Subject Line:

Attention: Tina Newman- Recruiting Position

MAIL:

Visible Good (Tina Newman)

5 Perkins Way #8

Newburyport, MA 01950

Job Description

ROLE AND RESPONSIBILITIES

Sales Professional will seek out and evaluate government agencies and/or commercial entities as potential targets for purchase of Visible Good shelter systems and components. Leads will be generated through the Sales Professional's current contacts and through management directed targeted markets and companies. This professional will be articulate, confident and have extremely strong communication skills. Prior experience with logistics, construction, military and government related organizations will be valued.

QUALIFICATIONS AND EDUCATION REQUIREMENTS

- Minimum 5 years' experience in Complex Sales Role
- Familiarity and functional knowledge of Government Agency and/or Prime Vendor Purchasing
- Some Mechanical ability or aptitude; Occasional assembly/dis-assembly of demonstration shelters may be required
- Education: Bachelor Degree preferred; Previous on-the-job related experience helpful
- Basic Computer Skills Required: Email, Microsoft Word, Powerpoint and Excel

PREFERRED ATTRIBUTES:

Entrepreneurial/Opportunistic	Articulate and Confident
Strong Communication Skills	Industry Knowledge/Product Knowledge
Evidence of Strong Bus Relationships	Ability to manage Sales Pipeline
Friendly/Charismatic	Energetic/Driven
Creative Problem Solving Skills	Strategic Minded

Also VALUED:

- Military Experience
- Humanitarian driven interest in VG Shelters
- Leadership abilities
- Personal values in line with VG culture
- Self-Starter



WHO WE ARE: VISIBLE-GOOD.COM

Visible Good designs and produces shelters for military, emergency medical, humanitarian assistance and disaster relief. Our RDM shelter kits offer a building system which can be assembled by two persons in under an hour with no tools or hardware. For institutions, NGO's and corporations involved in remote location operations or crisis response, a single building system that offers multiple configurations with ease of assembly is of real, practical value. At our production facility in Newburyport, MA, we focus on assembling shelter kits with an eye to quality and detail. Please visit our website for a full product tour. WWW.VISIBLE-GOOD.COM

Last Updated By:	T Newman / J Rossi	Date:	December 01, 2016
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