



## Outside Sales & Business Development Associate

### SUMMARY

A Safeguard distributor is looking for a motivated Sales & Business Development Associate in the vicinity of Idaho Falls, ID that will be responsible for all sales activities in assigned accounts and to develop new accounts. They will also manage quality and consistency of product and service delivery.

### PRIMARY RESPONSIBILITIES

- Offer company products and services to current and potential customers.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations and proposals.
- Develop and maintain sales materials and current product knowledge.
- Establish and maintain current customer and potential customer relationships.
- Manage account services through quality checks and other follow-up.
- Identify and resolve customer concerns.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Coordinate company staff to accomplish the work required to close sales.
- Other duties as assigned.

### ADDITIONAL RESPONSIBILITIES

- Participate in marketing events such as seminars, trade shows, and sales presentations.

### KNOWLEDGE AND SKILL REQUIREMENTS

- Basic reading, writing, and arithmetic skills required. This is normally acquired through a high school diploma or equivalent.
- Ability to persuade and influence others. Ability to develop and deliver presentations. Ability to create, compose, and edit written materials. Strong interpersonal and communication skills. Knowledge of advertising and sales promotion techniques. This is normally acquired through a combination of the completion of a Bachelor's Degree and three to five years of sales or marketing experience.
- Visibility requires maintaining a professional appearance and providing a positive company image to the public.
- Work requires significant local travel to current and potential customers. This requires the possession of a valid state driver's license within 60 days of employment.
- Work requires willingness to work a flexible schedule and occasional overnight travel.

**Disclaimer:** The available position is not with Safeguard corporate, but is with a Safeguard franchisee.

**Interested candidates should send their resume with an email cover letter to:**  
[SafeguardRecruiting@gosafeguard.com](mailto:SafeguardRecruiting@gosafeguard.com).