

Job Title: Technical Sales Representative

Company Overview:

Join our dynamic team at Montana Fire Pits, a leading provider of luxury home outdoor decorative and functional fire features (fire tables, fire pits and related products). Our specialty is offering high-end, cutting-edge, custom and customizable products. We're seeking a highly motivated and enthusiastic individual to join our sales team as a Technical Sales Representative, responsible for handling inbound phone calls and email inquiries. We are located in beautiful Missoula, Montana and expect the applicant to be able to office there at least 3 days, and often 5, per week, M-F.

Job Description:

As a Technical Sales Representative, you'll play a pivotal role in assisting customers, providing technical knowledge, and closing sales deals over the phone and via email. Your primary responsibilities will include:

Responsibilities:

- Handling inbound phone calls and email inquiries from potential customers, understanding their needs, and providing comprehensive product knowledge and technical information.
- Assisting customers in identifying the right solutions that align with their requirements for an outdoor fire feature.
- Conducting product demonstrations over the phone and via email to showcase the benefits and features of our products.
- Collaborating with the team to meet and exceed sales targets by effectively converting inquiries into sales opportunities.
- Maintaining accurate records of customer interactions, transactions, comments, and complaints for further analysis and improvement.
- Upholding a deep understanding of our product line, industry trends, and technological advancements in the outdoor fire feature world.
- Contributing to a positive team environment by embodying the company's culture of combining fun with dedication and hard work.

Qualifications:

- Proven experience in sales, especially in a technical or construction-related field, is preferred. However, a strong background in sales with the ability to quickly grasp technical knowledge will also be considered.
- Demonstrable love and passion for being in a sales role.
- Superlative communication skills, both verbal and written, to effectively convey technical information and product details to potential customers.

- Confidence in engaging with customers without coming across as pushy or arrogant, ensuring a personable and customer-centric approach.
- Strong problem-solving skills and the ability to tailor solutions to meet customer needs.
- Experience using CRM software (Salesforce experience is ++) and other sales tools.
- A proactive and self-motivated attitude, with the ability to work both independently and as part of a team.

Our Culture:

At Montana Fire Pits, we foster a culture that values both fun and hard work. We are committed to providing a supportive and collaborative environment that encourages personal growth and professional development.

We will provide extensive hands-on product training, but believe that anyone with a background in construction sales will learn and contribute quickly.

If you are passionate about technical sales, possess a keen interest in the high-end and luxury outdoor accessories market, and fit our culture of blending enthusiasm with dedication, we'd love to hear from you.

Compensation: We will pay a generous and competitive base salary commensurate with experience, with a monthly variable compensation (commission and performance incentives) component.

Application Process:

Apply at montanafirepits.com/careers/