



## JOB DESCRIPTION AND DUTIES

### **JOB DESCRIPTION SUMMARY**

Work as a key team member within Agility Sales and Marketing Team, Tirelessly scout, screen target customers, and promote Agility's distribution and custom solutions to key prospects to generate sales and future growth.

### **DUTIES**

1. Continuously and persuasively pursue New Business Opportunities (NBO's) from customers within the entire lead generation funnel. (50%)
  - a. Work directly with Agility's Marketing team to actively engage in promotional and direct sales campaigns.
  - b. Follow through on sales opportunities generated by leads provided by our manufacturers and factory representatives. Establish weekly/monthly buddy calls and team meetings.
  - c. Actively review and reach out to Agility's House accounts to establish relationships, grow business, and upsell existing backlog.
2. Review and enter customer orders into Agility EMS ERP system following established processes in a timely manner. (20%)
3. Maintenance of Key customer forecasts. (20%)
4. Other duties as assigned. (10%)

### **WORKING CONDITIONS**

1. Full time position.
2. Agility Office environment or optional hybrid/flexible work schedule available.
3. Customer visits and external training as needed.

### **EDUCATION, SKILLS, and EXPERIENCES**

1. Successful sales experience in working in a position requiring virtual connection with customers.
2. 2 or 4-year degree preferred.
3. ERP experience required; Epicor 10 preferred.
4. Capable of working independently and self-motivating.
5. Organized, competitive, and persistent.
6. Live the HEART values of the company.