



U.S. Based Sales Consultant - Ambulance

Department: Sales

Location: Upper Mid-West USA

Job Type: Full Time

Description:

Crestline is a worldwide leader in ambulance and specialty vehicle manufacturing and Canada's largest supplier of small to mid-sized commercial buses. With safety, quality, innovation and durability always at the forefront, Crestline exceeds and inspires today's industry standards. Forty years in the making, Crestline's growth has accelerated from three Saskatchewan founders to 185 diverse employees from 11 countries. Critical to success is our world-class manufacturing, sales and after sale service organization which makes every effort to provide unparalleled service and knowledge to our unique and diverse clientele.

Crestline Coach Ltd. is seeking an energetic & professional individual to add to our U.S. Sales Team as an Ambulance Sales Consultant.

The primary objective of this role is developing and handling all aspects of sales, including prospecting, qualifying leads, quoting, closing deals, processing orders and delivering customer orders within the designated territory. The primary responsibility is to sell ambulances to a variety of market segments, maintain existing customers and develop new customers. The defined territory and/or products may change as Crestline's business develops. Any changes to territory or product lines will be discussed prior to implementation.

Responsibilities:

- Sales Results
- Quotes/Proposals
- Contract Order Processing/Miscellaneous Paperwork
- Database Maintenance - Customer Relationship Management (CRM)
- Inventory Management
- Reporting
- Miscellaneous Duties

Technical Skills/Competencies (technical knowledge, education and experience):

- A minimum of 5 years Sales experience is required, preferably selling capital type equipment in a business to business customer environment
- Ideally, college or university education in business or marketing or a combination of Grade 12 and sales training
- Knowledge of government regulations, standards and municipal procurement procedures is desired

- Appropriate and valid class of license for vehicle being sold; driving record as per insurance requirements (air brakes may also be needed)
- Proven successful sales track record over a consistent period of time
- Must have a solid understanding of MS Office applications such as Outlook, Word Excel, PowerPoint, Email and internet use
- Knowledge and experience with using a CRM tool is an asset
- Must have a Valid Passport, which will be required for travel

Personality Traits/Core Skills:

- Values align with Crestline culture: integrity, trust, excellence and innovation
- Team player
- Calm under pressure
- Excellent negotiation skills
- Cooperative attitude
- Ability to build and maintain strong working relationships
- High integrity and honesty in all dealings with customers and colleagues
- Customer driven
- Ability to work independently
- Strong decision making ability
- Ability to articulate ideas in a clear, concise manner
- Strong organization and time management skills; ability to balance multiple projects
- Excellent interpersonal and analytical skills
- Excellent communication skills, both written and verbal
- Ability to take initiative
- Enjoys working in a fast paced environment
- Effective listening skills
- Detail oriented

Crestline embraces an environment that fosters employee opportunity, empowerment and personal growth through competitive salaries, a comprehensive benefits plan, career development and other incentives. Learn more at www.crestlinecoach.com. If you thrive in a progressive, dynamic and solution based environment and want to prosper among the best and brightest, please share your resume with us at HR@CrestlineCoach.com.