



Outside Sales Representative

Belmont Trailers, a manufacturer of open steel and cargo trailers, is looking for an **Outside Sales Rep** for our North Central Territory to join our Team. We continue to add dealers and products, and we are looking for someone to provide excellent service and care to our customer base. We design & manufacture ruggedly built, medium and heavy-duty models of a variety of trailers, including gooseneck trailers, dump trailers, utility trailers, cargo trailers, and specialty trailers, to haul everything from mulch to cars and more. We offer a robust service package and exceptional customer service.

The North Central Territory includes the states, Virginia, West Virginia, Kentucky, Ohio, Indiana, Illinois, Michigan, and Wisconsin. It is a large territory with a lot of growth potential.

Vision Statement

To promote the Power of applying old fashioned values in modern business.

Mission Statement

To manufacture a diverse line of ruggedly built trailers supported by a robust service package for an outstanding transport experience.

Core Values

- *Genuine Humility*
- *Respect for People*
- *Exceptional Customer Service*
- *Superior Innovation*
- *Continuous Improvement*

Duties and responsibilities

This is a list of the primary job responsibilities, but you are also expected to help in other areas as needed to ensure the success of the Belmont Team as a whole.

- **Visit** established dealers in the territory regularly and scope out potential new dealers
- **Identify** and compile a list of prospective customers and dealers
- **Responsible** for meeting sales and revenue targets
- **Answer** questions from dealers and end users about our trailers
- **Build** strong and enduring relationships with our Dealers
- **Communicate** with customers via phone and email
- **Provide** warranty and technical support
- **Create** estimates for custom trailer orders
- **Coordinate** with the Team on promotions, and marketing campaigns
- **Attend** trade shows and dealer events to stay abreast of market trends
- **Provide** feedback on customer and market conditions
- **Document** visits and sales related activities in a CRM

Our Ideal Outside Sales Rep....

- **Team Player:** Humble enough to admit mistakes. Driven to do a great job. Treats teammates & customers with care and respect.
- **Hungry:** Driven to grow the sales in the territory and works hard.
- **Experienced:** 3+ years of experience in customer service and/or outside sales. Knowledge of trailers, equipment or automotive parts is a plus.
- **Strong Communicator:** Able to communicate over the phone, in person and in writing with customers. Builds strong relationships with our dealers.
- **Detailed:** Able to accurately take orders and provide estimates on custom trailers
- **Resides** in the territory and is willing to be on the road 3 -4 days per week.
- **Computer Savvy:** Able to learn and navigate technology. Experience with MS Office products.
- **Clean Driving Record:** Must have clean driving record to visit local customers and for occasional travel to trade shows.

Compensation

- Base salary pay plus commissions.
- Quarterly Profit-Sharing Program
- Company Healthcare Plan
- IRA with up to 3% Company Match
- Paid Holidays
- Paid Vacation Time

Advantages of Joining Our Team

- Join a company that is experiencing steady growth with opportunities for advancement.
- Be a creative problem solver for our dealers and customers.
- Be part of a small innovative Team with exciting new products.
- Family-owned company with reputation for manufacturing quality medium and heavy-duty trailers.
- Room to be creative, offer input and be an integral part of a growing business.
- Have a flexible schedule.

How to Apply

- Email your resume to recruiting@belmonttrailers.com
- Call the office at 717 556 0040
- Apply in Person at:
Belmont Trailers, LLC
40 Hess Road
Leola, Pa. 17540