



Triax Technologies is seeking a Sales Representative to build upon our rapid growth and assist in establishing a market in the South Central region. Triax Sales Representatives are key team members that drive adoption of Spot-r's connected jobsite solution. They are self-starters that possess strong sales acumen, with a focus on consultative sales. Candidates will have excellent interpersonal skills and a focus on exceeding customer expectations. The Triax Sales Team is a group that is enthusiastic about collaborating in order to promote overall company success. We are fast-paced, high growth, and often operate cross-functionally.

The Sales Representative is responsible for building Spot-r brand awareness and growing our market share in the territory. He/She will work closely with other sales team members who are currently engaging clients in the region to quickly learn our business model and facilitate a smooth transition of accounts. The sales rep will build upon our existing partnerships in the region and rapidly expand our presence through networking, trade shows, product demonstrations, cold calls, and leveraging his/her industry contacts. The candidate must have experience selling into the construction industry and come with an extensive list of potential clients. He/She will have a strong focus on winning new accounts, and maintain strong relationships with clients to ensure recurring revenue from future business. Sales reps work closely with marketing to build our brand identity and with our field operations team to ensure ongoing customer support and satisfaction. In addition to a strong emphasis on meeting sales volume goals, our sales reps are responsible for general business development efforts through interdepartmental collaboration.

Key Responsibilities:

- Build Spot-r's presence and brand in territory through partnering with construction, insurance, manufacturing, and other clients
- Become a trusted customer advisor that is able to consult on long-term growth strategies
- Log daily activities, sales calls, leads, prospects, proposals, and other pertinent customer information into CRM
- Ensure follow-up on all leads with a sense of urgency
- Annual quota of \$1,200,000
- Create and deliver accurate and timely proposals to clients
- Monitor competition by gathering current marketplace information on pricing, products, advertising techniques, etc.

- Function as a member of a high-performing, collaborative sales team
- Occasional customer support and troubleshooting in support of the field operations team
- Represent Triax at trade shows and industry events
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, and establishing personal networks

Requirements

- 4 year degree from an accredited college or university
- OSHA-10 (or ability to promptly obtain)
- 4+ years of Sales Experience
- Disciplined and focused to effectively cover and grow territory
- Sales-driven and experienced in consultative selling techniques
- CRM experience (Salesforce experience a plus)
- Intermediate proficiency with MS Office
- Passionate, driven, and self-starter with a track record of sales achievement
- Personable, with strong communication, presentation, selling, and negotiation skills
- Ability to travel
- Ability to quickly integrate into a fun, fast-paced, high-growth work environment

Triax Offers:

- Comprehensive health, dental, and vision insurance
- 401k plan
- Cell phone reimbursement
- Paid holidays
- Compensation composed of a base salary and variable commission

Triax Technologies, Inc. develops technology devices for construction site connectivity to improve the safety of workers and keep productivity moving forward. Our Spot-r wearable and sensor technology platform provides total jobsite visibility, identifying worker and equipment location, utilization and interaction, while keeping users informed of safety incidents as they occur, resulting in faster response to injuries, improved safety performance and increased efficiency. We are committed to delivering the first truly connected jobsite, partnering with dedicated industry leaders, solution providers and experts to enable real-time, data-driven project, workforce, equipment and safety management. Founded in 2012, Triax offers employees a unique, fast-paced, creative, and independent work environment. We are dedicated to constant innovation and collaboration and are looking for like-minded individuals to join our team.

More information can be found at: <https://www.triaxtec.com/>.