



Equipment Sales Personnel

Reports to: Store Manager

Status: Full Time Position

Objective: Provide professional and knowledgeable service to customers who are seeking assistance in the purchase of equipment parts and store merchandise

Job Responsibilities:

- Maintain and maximize current customer relationships and develop new customers through constant contact and customer service
- Market and sell new and used whole goods
- Constantly maintain a positive and professional image of Lamb & Webster with your customers and local community
- Effectively utilize resources and processes through proposal and negotiation process; closing sales, generating profitability, increase volume, revenue and customer satisfaction
- Complete thorough documentation on all reports, develop and maintain client profiles and fully document, track and follow up on all related sales activities in an accurate and timely manner
- Maintain and develop technical and product knowledge and complete training and assessments as required

Job Requirements

- Two or more years of related work experience
- Previous sales experience and/or training
- Excellent verbal and written communication skills along with an above average level of computer competency
- Attention to detail and high level of initiative and ability to work independently is a must
- Clean driving record

Benefits include:

- Wages based on experience
- Medical insurance
- 401(k), with matching contribution
- Vacation Time
- On-the-job training

Lamb & Webster is an equal opportunity employer.

Apply in Person, Email to Toml@lwemail.com, or Send Resume to:

Lamb & Webster, Inc.

Attn: Tom Lamb

601 W Main St, Springville NY 14141