

Outside Sales

Holston Gases Inc., a leading distributor of industrial, medical, & specialty gases & related equipment, is seeking motivated individual to join our Lexington, KY team.

JOB SUMMARY:

The **Outside Sales** position will identify and solicit potential customers and sell Holston's products. Receive training and become familiar with a vast variety of products and equipment to be sold. Maintain strong business relationships with customers, Manage Accounts, Maintain neat, clean and professional personal appearance.

ESSENTIAL DUTIES:

- Identify Potential Customers and Sales Opportunities
- Present Holston Gases Capabilities and Offerings to Potential Customers,
- Demonstrate Products and Equipment to Customers
- Communicate in person with customers, providing information on cost, ordering and delivery times, etc.
- Prepare Quotes, Negotiate Pricing and Contracts,
- Close Sales Opportunities, Set Up New Accounts
- Set and Achieve Sales Goals
- Ensure all safety rules are strictly observed.
- Maintain appropriate drivers' license.

Other Duties as Required: This job description should not be construed to imply that these requirements are the exclusive standards of this position. Incumbents are expected to follow any other reasonable instructions, and perform any other related duties, as may be required by their supervisor. Performance of this job in a safe manner and in keeping with established Holston Gases policies is a condition of employment.

MINIMUM QUALIFICATIONS:

- Clean Motor Vehicle Record (MVR).
- Ability to read and comprehend material safety data sheets.
- Knowledge of the area and ability to lift 60 lbs. required.
- Ability to work independently and under some pressure to meet deadlines.
- Must be able to work overtime if necessary.
- Must be able to work with a wide variety of people with different personalities and backgrounds.
- Must have basic computer experience.
- Must meet all physical qualification standards imposed by regulation for drivers.
- Must be able to operate in a drug-free workplace.

Related Skills:

Communication and Following UP, Honesty, Dependability,

Language Skills:

Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals. Ability to write routine reports and correspondence. Ability to speak effectively before customers or employees of the company.

Mathematical Skills:

Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals.

Looking for a great company to work for? You'll find it With Us! Holston Gases Inc. offers a competitive compensation and excellent benefits package, which includes Medical, Dental, Vision, Prescription Drug, Life & Disability Insurance, 401(k). We also offer PAID TIME OFF such as, Vacation, Sick Time and Holidays, all of which you start earning on your first day of employment.