

# National Sales Representative

## Selling fully automatic handling equipment

(such as our CSF storage & retrieval systems or RTS return systems)

“Ideas that Move” is the company motto here at Barbaric, and we need your ideas to help us continue our rapid growth in North America. Barbaric is a mid-sized family-owned company located in Austria that has been in business for close to 30 years. Barbaric specializes in manual and automated material handling equipment utilizing vacuum technology. If you are interested in working for a modern, innovative, and technology forward organization with a small company feel then Barbaric North America is the right fit for you.

- Precise recording of customer requirements as well as taking measurements on site
- Preparation, processing and active follow-up of offers
- Generate leads and meet sales goals.
- Create sales presentations and product demonstrations, as well as negotiating contracts with potential clients.
- Help determine pricing schedules for quotes, promotions, and negotiations.
- Obtain deposits and balance of payments from clients.
- Prepare and submit sales contracts for orders.
- Visit clients and potential clients to evaluate needs or promote products and services.
- Maintain client records.
- Answer client questions about credit terms, products, prices, and availability.
- Direct communication for offers and projects with Austrian sales team
- Visiting regional and international trade fairs

### Sales Representative Requirements:

- Bachelor's degree in business, marketing, economics, or related field preferred.
- Basic technical knowledge necessary for machine sales in our field.
- Experience in sales.
- Understanding of the sales process and dynamics.
- A commitment to excellent customer service.
- Excellent written and verbal communication skills.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Experience using computers for a variety of tasks.
- Competency in Microsoft applications including Word, Excel, and Outlook.
- Availability to travel all over the US, parts of Canada and Mexico, up to 80% of time.

**Benefits:**

- 401(k) matching
  - Dental insurance
  - Health insurance
  - Life insurance
  - Paid time off
  - Vision insurance
  - Schedule
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- Pay: From \$80,000.00 per year  
or higher if agreed upon during application interview based on higher qualification

You can find further information about our company on [www.barbaric.at](http://www.barbaric.at).

We're looking forward to your application to [jobs@barbaric.at](mailto:jobs@barbaric.at)  
**Barbaric North America Inc., HR Coordinator: Tanja Tomek**