



Job Title:	Outside Sale Representative
Reports To:	President
Direct Reports:	None
Job Type:	Full-Time, Employee
Education Level:	4-Year Degree Preferred
Experience:	Minimum 4-Years (Sales)
Office Location:	Wyoming, MN
Territory:	MSP/St. Paul Metro & S. Minnesota
Salary:	Base Salary plus Commission

Outside Sales Representative

- Do you want to **work for a leader in the industry?**
- Are you an **ambitious self-starter** that thrives on **building relationships** and **closing deals?**
- Are you a **team player** yet able to **work independently and productively from your home office?**

Xccent Park & Recreation, located in Wyoming, MN, is a full-service provider of commercial playground equipment, park and picnic shelters, site furnishings, and athletic equipment. Xccent Park & Recreation provides premier park & recreation products and services to municipalities, public & private schools, churches, daycares, campgrounds and more in Minnesota & North and South Dakota.

We are currently in need of an experienced sales professional to cover part of the Minneapolis/St. Paul metro and southern MN territories. As a Sales Representative for Xccent Park & Recreation, you will be responsible for understanding the needs of our clients, analyzing and recommending the best solution(s) available, and negotiating and closing profitable sales. You will energetically hunt for new business opportunities and establish leads by prospecting, attending trade shows and conferences, and networking within the industries we serve.

Major Responsibilities and Duties:

- Aggressively prospect for new opportunities by phone and in-person.
- Research target market areas using various internet resources, industry associations & contacts.
- Make recommendations on new product development, marketing tools, and tactical & strategic marketing plans.
- Communicate and present to a wide variety of decision-makers.
- Large and small group presentations using PowerPoint or equivalent software.
- Participate in local trade shows and conferences in order to educate potential customers.
- Develop relationships using communication skills, adding value to our products through excellent service.
- Present to municipal and school clients during evening hours whenever necessary.
- Successfully qualify prospects and travel throughout the assigned territory maximizing sales efforts.
- Ability to work independently and productively from a home office on occasion.
- Responsible for meeting monthly and annual sales goals as determined.



Skills / Qualifications:

- Minimum (4) years outside sales experience with ability to cold call and prospect.
- Park & Recreation and/or Elementary School market experience is desirable.
- Exposure to planning/design/construction roles within an organization.
- Demonstrated ability to network through an industry.
- Territory development and management.
- Polished appearance, communication, presentation and persuasion skills.
- Creativity, problem solving and design skills.
- Travel is required. Dependable vehicle is a must.
- Bachelor's degree preferred.
- Experience with Microsoft Office software suite.
- CAD experience a plus.
- Ability to pass a background check.

How to Apply:

Those interested in this position should submit a cover letter with salary requirements, resume, and references to jobs@xccent.biz . No phone calls please.