

BeaverFit, an innovative leader in the human performance and tactical equipment industry that designs, manufactures and distributes training equipment solutions, is hiring for the position of **Inside Sales Representative**. With our headquarters in the foothills of the Sierra Nevada mountains, alongside the Truckee River and down the hill from Lake Tahoe, BeaverFit combines the energy and intensity of a fast-growing, entrepreneurial business with a passion for sport, adventure and life.

We are currently seeking a motivated, hard-working, reliable and detail-oriented team member to join our Government Sales Team. Our Inside Sales team members are integral in maintaining day-to-day business functions, delivering a high level of customer support, and enabling internal processes and sales goal achievement. This role will report directly to the Regional Government Sales Manager.

Description/Responsibilities

- Report to the Territory Sales Manager (TSM)
- Responsible for assisting TSM and Territory Sales Representatives (TSR) with territory revenue and margin quota attainment
- Exhibit clear understanding of general sales processes and product knowledge
- Ensure a high level of customer experience through pre/post sale communication
- Establish rapport and positive relations with new and existing partners and distributors
- Demonstrate effective time and task management
- Eager participation in sales campaigns and initiatives
- Demonstrate detail-oriented focus, specific to sales administrative items. Duties to include but not limited to: CRM management, quoting, pipeline management, custom pricing requests, internal cost worksheets, expense reports, forecasting, sales plans, solicitation submissions, bid board monitoring and sales training.
- Prepare annual, quarterly and monthly sales reports as required
- Ability to interface effectively with various internal departments to gather information, seek assistance, and provide support.

Minimum Requirements:

- US Military Veteran preferred though not required
- Bachelor's Degree or minimum 3 years professional or military experience
- Sales/Customer Service experience a plus
- Track record of success, demonstrated resourcefulness and reliability
- Proficient in MS Word, PowerPoint, Excel and Google/G-Suite programs
- Familiarity with CRM tools (Netsuite a plus)
- Ability to travel approximately 10% of the time to attend trade shows, meetings and other events as required
- Eager to work within a team-oriented, dynamic, and fast-paced startup environment
- Position is based out of Reno, NV



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BeaverFit offers a competitive compensation plan, 401k, medical insurance benefits and excellent learning and growth opportunities. To apply, please submit a cover letter outlining your interest, experience and salary requirements plus your resume and e-mail to info@beaverfitUSA.com. No phone calls will be accepted.

We are an Equal Opportunity Employer. All applicants will be considered for employment without regard to actual or perceived race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, medical condition, pregnancy, genetic information, marital status, amnesty, or status as a covered veteran or any other characteristic protected by applicable federal, state or local laws.