

# BEAVERFIT™

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 **Government Territory Sales Representative (CONUS)**. With our corporate office located just West of Reno, Nevada, BeaverFit combines the energy and intensity of a fast-growing, entrepreneurial start-up 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 Territory Sales Rep 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.

## Description/Responsibilities:

- Report to the Territory Sales Director (TSD)
- Help develop and execute a detailed sales plan targeting units from all branches of the service. Focus will be on territory sales at the BDE level.
- Assist and ownership of individual and territory achievement government sales revenue goals / quotas.
- Ownership of defining and executing strategic business development travel.
- Communicate progress and market intelligence to the respective TSD, sales and cross functional teammates.
- Execution of at least 1 distributor/partner ride-alongs per month.
- Maintain a high level of sales acumen
  - o Regular, on-site consultative unit/command visits.
  - o Monitoring of bid boards, submission of questions, bid write-ups/submissions, and final pull through.
  - o Understanding of and the ability to speak to the sales process.
  - o Ensure a high level of customer experience both pre/post sale throughout the team.
  - o Understanding of the government sales cycle.
  - o Work closely with distributor partner rep teams.
  - o Detail oriented focus specific to sales administrative items to include but not limited to: CRM management, quoting, pipeline management, custom pricing requests, internal cost worksheets, expense reports, forecasting, sales plans, etc.
  - o Prepare annual, quarterly and monthly sales reports as required.
  - o Timely response to inbound leads (phone, email, website).
- Work well across the BeaverFit team with sales, product and marketing leadership.
- Supporting Inside Sales Rep as needed with quoting, follow-ups, etc.

## Minimum Requirements

- **Ability to travel within territory at least 50% of the time.**
- Armed Forces Veteran preferred however not required.
- Track record of a high level of success.
- Minimum 2-3 years sales experience--government sales experience preferred, though not required.
- Proficient in MS Word, PowerPoint, Excel and Google Drive.
- Familiarity with CRM tools.
- Attend trade shows, meetings and other events as required.
- Ability to work well with others in a team, fast-paced startup environment.
- Bachelor's Degree is preferred.

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](mailto: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.