

BEAVERFIT™

BeaverFit Government Territory Sales Rep

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 Sales team member**. 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. This role will report directly to the Regional Government Sales Manager.

Here's what you will do day to day:

- Report to Government Territory Sales Manager
- Be a BeaverFit representative to DoD customers and distributors
- Develop and execute a detailed sales and service plan for accounts within a geographic territory
- Responsible for ensuring up to date forecasts and territory sales revenue targets are achieved
- Responsible for assisting in achievement of the overall government sales revenue goals
- Maintain a high level of sales acumen within the DoD space:
 - o Regular, on-site consultative unit/command visits
 - o Clear understanding of and ability to speak to the government sales process
 - o Comprehension of government procurement methods
- Ensure up to date and accurate information in CRM for pipeline management , quoting, pipeline management, pricing, and forecasting
- Prepare annual, quarterly and monthly sales reports as required

Here's what we're looking for:

- 2+ years of relevant experience, Government Sales experience preferred, but not required
- Military experience preferred
- Excellent internal and external communication abilities and interpersonal skills
- Excellent attention to detail
- Comfort with a fast-paced, ever-changing environment with high level of ambiguity
- Experience with CRM systems, ideally Netsuite ERP
- Proficiency in Microsoft Suite

Expectations of the Role:

- Build and execute a sales travel schedule with minimum of travel at 50% of the time
- Serve a customer “go to” on product and procurement
- Build trustworthy relationships across the company and with external partners and customers

BeaverFit offers a competitive compensation plan, medical insurance and excellent learning and growth opportunities. To apply, please submit a cover letter outlining your interest, experience and salary requirements plus your resume through the form found on the Careers page. 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.