



Independent Sales Representative

An exciting opportunity now exists to join CNC Federal! Due to growth of the company, we are searching for enthusiastic, hard-working, and driven **Independent Sales Representatives** to join our team. CNC Federal is a privately funded, growing, dynamic company with a young startup environment. We are a B2B and B2G supplier of office, technology and facility products and furniture and we have deep industry resources to provide a winning business strategy.

This position will require the qualified candidate to build lasting relationships with their customers and excel in an independent selling environment. Successful sales representatives with CNC Federal come from all different types of backgrounds, but the ones who are successful have certain characteristics that embody the CNC Federal Brand; they are extremely passionate about their work and products they sell, want to represent the best in the industry, have a desire to improve their customer's bottom line, and are aggressively pursuing a bright future.

The Successful Candidate posses these traits:

- Ability to thrive in an independent sales environment
- Demonstrates a "hunter" sales success
- Posses Industry knowledge/sales background
- Understands a straight commission compensation position
- Consistently meets sales goals
- Demonstrate an Entrepreneurial spirit
- Shows good numerical proficiency
- Possesses skills to communicate professionally, confidentially, and effectively
- Is fluent in Microsoft Office and adaptable to new software

Description of Role:

This position requires a highly motivated, proactive and committed sales person to manage existing and new customer accounts. Day to day tasks involve:

- Generating residual sales with existing customers and identifying and winning new customer accounts
- Responding to new email and phone leads
- Intelligent price quoting of our products
- Scheduling new orders on our software
- Dealing with daily general customer relationship management

CNC Federal Offers

- Industry leading commission structure
- Book of Current Customers to build portfolio
- Uncapped earning potential
- Bonuses based on meeting sales goals
- Comprehensive training

Interested Candidates are encouraged to send their resume to info@cncfederal.com with subject line Independent Sales Representative Position