

Commercial Sales Representative

Reports to: Global Sales Director

Department: Sales

Exemption Status: Exempt

Compensation range includes variable compensation. Sales variable compensation plan is uncapped.

Make A Difference Every Day

There are jobs—and then there are careers. The chance to do something meaningful. To challenge yourself. To be part of one of the fastest growing industries on the planet. All while surrounded by smart, motivated people on the forefront of the next industrial revolution. If you're a high-energy, positive person that thrives with high-performing cross-functional teams serving B2B customers, come join us and never be bored again.

B9Creations is passionate about improving our customers' lives with technology. The 3D printing/additive manufacturing solutions we provide help our customers better serve their customers, creating opportunities for growth around the world. From giving companies a competitive edge in a global market to preserving jobs by keeping production local, our team is making a difference every day.

The Opportunity

We are looking for an entrepreneurial Commercial Sales Representative with proven experience and passion for matching customers with technology solutions. At B9Creations, our team lives by 3 values: win-win business, leave no customer behind, and being the enemy of "it can't be done". Integrity is not optional.

We're looking for multiple people to join our sales organization with a high level of business acumen and a passion for helping our customers grow their businesses while helping build ours. We are opening multiple new vertical and geographic markets and need tenacious, fast learners who can help develop successful sales strategies for new markets and then help build processes and best practices to scale their success.

Position Overview

B9Creations is a global provider of professional 3D printing solutions. Our company is built on the belief that there are jobs—and then there are careers. The chance to do something meaningful. To challenge yourself. To change an industry. All while surrounded by smart,

motivated people on the forefront of the next industrial revolution. Join us and become a leader in 3D printing solutions.

We are looking for a full-time Commercial Sales Representative who is independent, disciplined, and excels at problem solving, and communicating. This position will be responsible for working with potential customers to uncover customer needs to best match them with B9Creations' solutions and services. We need someone who can effectively demonstrate how our solutions meet and exceed customer expectations. All the while, representing B9Creations positively via phone, email, and through online interactions as customer-focused, well-spoken, and ready to close the deal.

Essential Job Functions

- Identifies revenue opportunities within customers' communities through communications, programs and other activities as needed.
- Prospects, qualifies, and generates sales within the company's established trading partners.
- Ensures suspect identification, planning, account qualification and needs analysis at all prospect levels.
- Calls prospects to identify appropriate contacts, qualify and drive leads through the sales pipeline.
- Identifies and closes additional purchases of products and services by customers' communities.
- Works closely with Support, Community Management, Account Management and Business Development.
- Responds to requests from customers for information and gives online presentations.
- Engages in technical discussions with potential clients through demonstrations and presentations.
- Remains knowledgeable and up-to-date on changes and developments in the B2B infrastructure and e-commerce industries.
- Keeps management informed of progress against objectives, including timely preparation of reports.
- Appropriately identifies opportunities and clearly distinguishes them between our off the shelf and solution services offering.
- Demonstrates a sense of urgency with the management of a sales pipeline by consistently meeting and exceeding daily KPI goals.

Essential Competencies

1. Professional Sales Approach - Technical/Capital Equipment
Prioritizes high value actions and manages time effectively; Handling different sales scenarios & customer personas; setting agenda; using Call Plans / Scripts; following sales process; ability to communicate effectively via phone, email, ppt, etc with financial, technical, and executive customer personas; using CRM; coachability; adopting best practices; serving as a sales role model to others; thought-leading customers
2. Closing Ability
Winning sales opportunities after they have progressed past Marketing Qualified; closing late stage deals; building rapport quickly; developing reasons for prospects to act; overcoming late stage deal obstacles; winning confidence and support of late stage new entrants to the sales opportunity; experiencing minimal late stage delay
3. Objection Handling
Anticipates and deals with common objections. Quickly assesses level of objection risk; achieving success in sales opportunities when obstacles are presented from customers due to competition, price, or unforeseen external challenges; following proper objection handling tactics; advancing sales campaigns by handling objections
4. Productivity
Demonstrates ability to prospect relentlessly. Organizing the day in a highly efficient way providing the greatest number of prospecting calls, emails, LinkedIn connections, etc. Understands the importance of frequent customer touches and appropriate follow up cadences.
5. Expert Knowledge
Understands product portfolio & value proposition in depth, both technically and financially; understands vertical market and how products fit within prospect's business; knows different personas within vertical market and typical business needs/desires of each; knows competitive market and how to position against / exploit.
6. Independence
Working in alignment with business goals without requiring guidance; taking initiative; contributing ideas and suggestions to assist organizational efforts; developing plans of action; setting individual goals and priorities; producing sales results when not actively managed
7. Persuasion
Using language and other communication skills to influence business partners and customers to do what the individual wants them to do; convincing peers of the merits of

their point of view; managing up; utilizing give-get frameworks; presenting company value proposition and solution business cases

8. Assertiveness

Showing initiative; exploiting openings in sales opportunities; asking difficult questions; getting sales rep agenda items to be adopted as customer priorities; sharing strong opinions with peers and managers

9. Passion

Exhibiting passionate intensity in work life; describing job, role, work and company to others; translating to customers an infectious enthusiasm for the solution/product; leaving impression in language, tone and behavior; presenting professional content in a zealous and passionate way; exhibiting high spirits in situations where others are downcast or negative

10. Tenacity

Sticking to a plan; not being distracted by noise and friction; establishing reputation for being tenaciously positive; thinking creatively to avoid obstacles; overcoming adversity; managing goals relentlessly

Additional Job Functions

- Maintain stable performance under pressure or opposition (such as time pressure or job ambiguity); handling stress in a manner that is acceptable to others and to the organization.
- Actively appreciate and include the diverse capabilities, insights, and ideas of others and working effectively and respectfully with individuals of diverse backgrounds, styles, abilities, and motivations.
- Set high standards of performance for self; assuming responsibility and accountability for successfully completing assignments or tasks; self-imposing standards of excellence rather than having standards imposed.

Knowledge and Skill Requirements

Required Education & Experience

- Associates degree in a technical or business discipline or equivalent experience.
- A minimum of two years in a sales or sales support role.

Preferred Education and Experience

- Experience with business-to-business commerce.
- Two years in customer service or a training role in a technology company.

Working Conditions and Ergonomic Requirements

- Working conditions are normal for an office environment. Work may require occasional weekend and/or evening work and travel.
- While performing the job duties, the employee is regularly required to use vision to differentiate colors, including close up vision, depth perception, and the ability to adjust focus for troubleshooting purposes.
- The employee must be able to occasionally lift up to 50 pounds.
- While performing the duties of the job, the employee is regularly required to use hands to finger, handle, or feel objects, tools, or controls: reach with hands and arms; as well as talk and hear. Employee is frequently required to sit, and occasionally to stand and walk.

Job Description Disclaimer:

This job description is only an outline of the position stated above and does not include all requirements of the position. Persons employed in the above position will be required to follow any other instructions and perform any other related duties as may be required by their supervisor.