



Are you in the market for a fast-paced job that gives you the opportunity to utilize your excellent sales ability? If the answer is yes, this may be the perfect position for you! **Intenza Fitness** is seeking a passionate, driven and high energy Sales Representative who is excited about the fitness industry.

In this position, you would have the opportunity to develop your own sales territory by maintaining relationships with current customers and bringing in new ones to drive business. You will be an ambassador of Intenza Fitness, becoming a trusted face to our customers while also adhering to company values and policy. As a member of our team, you will use your strong interpersonal skills to provide service and support to our customers as needed, which may include coordinating with other departments.

#### **Job Responsibilities:**

- Create and implement a sales strategy that makes sure you meet and/or exceed sales goals set in place by Intenza Fitness.
- Communicate with all current and potential customers on a regular basis, providing solutions as needed, and oversee all sales activity in your assigned sales territory.
- Coordinate with others members of the sales team and Intenza Fitness leaders as needed to generate sales and provide excellent customer service.
- Submit reports on your sales activity regularly to Intenza Fitness, and maintain clean and updated records for all leads and customers.
- Adhere to all company procedures, values and policies so that you provide an accurate representation of the company to all potential and current customers.
- Perform your duties as efficiently as possible, reducing costs when possible, and maintain receipts for all job-related expenses and submit them to accounting.
- Coordinate with the accounts receivable department to ensure that your customers pay all invoices in full in a timely manner.

#### **Job Skills & Qualifications**

- Bachelor's degree in business, communications or a related field
- 1-3 years' experience in sales, preferably outside sales
- Excellent verbal and written communication skills
- Strong organizational skills
- Proficiency in Microsoft Office

#### **How to apply**

Intenza Fitness is a company that appreciates each employee and is looking to add people to our team that are driven, passionate about selling, honest and work hard. If this position sounds like you, submit your cover letter, resume and salary requirements to [jobs@allthings-hr.com](mailto:jobs@allthings-hr.com).