



REGIONAL ACCOUNT EXECUTIVE - Midwest

ABOUT US:

First Light Safety Products, a subsidiary of Smartrend Manufacturing Group, is a leader in illuminated safety equipment for school buses. Our goal is to eliminate school bus related fatalities by making the journey safer for our kids with our patent-pending illuminated technology.

SUMMARY:

The **Regional Account Executive** for First Light Safety Products is a motivated and talented individual that thrives on prospecting and closing business. You must be an extrovert, have a 'go-getter' mentality, and be skilled at interacting with people from mechanics to executives. The **Regional Account Executive** is organized, has excellent communication skills, loves cold-calling and thrives on closing business. The **Regional Account Executive** will work from home and report to FL's head office in Winnipeg, Canada.

DETAILED DUTIES AND RESPONSIBILITIES:

- Research and prospect for new business, specifically targeting school districts
 - Cold calling – phone and in-person
 - Product demonstrations – online and in-person
- Demonstrate products, explain features, benefits, and solicit orders
- Overcome technical and business objections of prospective customers
- Goal of aggressively opening and growing new accounts
- Plan your schedule with supporting team members to meet sales goals
- Build and maintain customer relationships by delivering an extraordinary customer experience
- Become a subject matter expert on our products
- Track sales progress via web-based applications and prepare reports
- Update company CRM daily
- Participate in industry tradeshows and professional events
- Any other duties as assigned by management

KNOWLEDGE, SKILLS, AND ABILITIES REQUIRED:

- Bachelor's degree preferred; high school diploma required
- Minimum 2 years experience in outside sales
- Excellent interpersonal skills, communication, problem-solving and presentation skills
- Strong organizational skills
- Proficient with computers and skills with Microsoft Word, Excel, Outlook, and PowerPoint
- Valid driver's license with a good driving record
- Ability to prioritize and manage multiple tasks simultaneously
- Travel within territory

Smartrend Manufacturing Group

P: 866.489.7237 | F: 833.866.1547

E: info@smgrp.com

W: www.smgrp.com

First Light Safety Products

P: 866.216.2605 | F: 833.866.1547

E: info@firstlightsafety.com

W: www.firstlightsafety.com



- POSITION REQUIRES UP TO 70% TRAVEL WITHIN YOUR DESIGNATED TERRITORY FOR THE 1ST 2 YEARS

TRAVEL TO OUR HEAD OFFICE IN WINNIPEG, CANADA IS REQUIRED ANNUALLY

Share with us your drive, work ethic, and desire to make school buses safer for our kids, and we will provide a fun, fast-paced, collaborative environment, where team member contributions are rewarded. As a full-time employee of First Light Safety, you will receive:

- Competitive base salary with UNCAPPED commissions
- Mileage reimbursement for all work-related mileage
- Allowance for cell phone
- Group Insurance Plan
- In-person and virtual work environment with company supplied equipment

We would like to thank all applicants who apply, however, only those selected for an interview will be contacted

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6-1249 Clarence Ave., Winnipeg, MB, R3T 1T4