



Military Sales Representative

Blue Force Gear is the designer and manufacturer of the world's lightest and most innovative individual military equipment. As a Blue Force Gear Military Sales Representative your job is to deliver those solutions to those on the front lines in the Armed Forces and law enforcement market segments. We are excited to expand our team to help more warriors get properly equipped to help ensure mission success.

We are looking for an outgoing, experienced Military Sales Representative to join our growing team to help equip millions of good people with the gear, knowledge and mindset they need to become always better.

Overview:

This position is responsible for developing relationships that connect government customers at every user level with Blue Force Gear's selection of load carriage and gear solutions. This position is directly responsible for prospecting, capturing leads and guiding opportunities through the Blue Force Gear discovery process and sales opportunity pipeline. Other tasks involve training customers on product use and applications, representing the company at various trade shows, and generally being a great brand ambassador for Blue Force Gear. It is essential for the Military Sales Representative to effectively communicate BFG products features and benefits that lead to results.

Major Responsibilities:

- Prospect leads and develop relationships with military and government customers at all levels including end users
- Log activities related to contacts and opportunities in Customer Relationship Management Software platform
- Provide resources and solutions to customers and addresses customer problems
- Understand contract/funding methods
- Determine innovative strategies for new business development
- Carry out direct sales activities in order to meet goals
- Meet with existing customers in order to review product requirements and determine other opportunities
- Deliver professional demonstrations and/or presentations of company products during onsite visits with current customers as well as potentially new customers
- Follow up on closed sales to ensure delivery and quality were as promised
- Liaison between the company and the customers for up-to-date information on latest product release launches
- Make cold calls, face to face, and telephone prospecting to develop new business leads



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Blue Force Gear
166 Pine Barren Rd
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- Generate and develops non-member businesses accounts in order to increase revenue, through cold calling
- Update all customers on company product modifications, changes, and enhancements
- Work with internal BFG support teams
- Enhance up to date knowledge on new products, and procedures, through regular conference calls with the company
- Exhibit professionalism, diplomacy, sensitivity, and tact to portray the company in a positive manner
- Attend and run conferences and trade shows
- Uses marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools
- Monitors and reports on market and competitor activities
- Organize and attends joint sale calls with other manufacturers and/or various vendor representatives
- Perform updates and maintenance of accounts of customers including contact names and numbers for future sales
- Ensure follow-ups are done in a timely manner after sales calls/presentations
- Submit daily and weekly agendas to CIRC
- Maintain accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within assigned market space including updates to the S-List Opportunities Spreadsheet.
- Complete ride along with current and new sales partners

Educational Requirements:

Bachelor's degree in business development, sales or related field preferred or equivalent experience.

Previous Experience:

As a self-directed sales position, candidates must have a proven track of sales development and growth, time management, and accountability.

Minimum of five years of experience in a direct sales position. Experience with government contracts and purchasing is preferred.

Competencies and Skills:

- Capable of maintaining confidential and/or sensitive information
- Effective time management and organization skills
- Excellent interpersonal skills and an outgoing personality
- Must be a self-starter and self-manager
- Very strong written and verbal communication skills
- Excellent team player



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- Must work well under pressure and be able to handle multiple priorities
- Ability to foster customer relationships
- Proficient in Microsoft Word, Excel, Outlook
- Ability to learn new CRM systems and business applications

Travel:

As an 'outside' sales position, this role will require traveling up to 70% of the time

How to apply:

Please send resume and cover letter to bfgcareers@blueforcegear.com

Blue Force Gear is an Equal Opportunity Employer and promotes Drug Free Workplace.

Note:

The statements above are intended to describe the general nature and level of work being performed by those assigned to the job. This list is not intended to be an exhaustive list of responsibilities, duties and skills required of personnel in this job. Responsibilities are subject to change at the discretion of the employer and do not establish a contract of employment – Blue Force Gear is an at will employer.

MADE IN USA



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