

Blue Force Gear, Inc. (BFG) is a family owned tactical gear manufacturer located in Pooler, Georgia. BFG is a leading innovator in military tactical gear and is committed to attracting and retaining the best employees. In order to enhance our long term growth, we are looking for an accomplished, highly organized, and enthusiastic SALES ACCOUNT REPS.

Primary Responsibilities:

- Represent BFG products to new and existing military customers
- Make cold calls, face to face, and telephone prospecting to develop new business
- Conduct sales presentations and deliver professional demonstrations or presentations of company products
- Liaison between company and customers for up to date product release launches
- Carry out direct sales activities in order to meet company defined quotas
- Provide management with sales plan on a monthly basis
- General quotes for customers
- Work with support teams (purchasing, accounting, fulfillment, etc.) to ensure that all information is up to date in the system and that orders are delivered in a timely fashion
- Provide outstanding customer service, regularly following up on closed sales to ensure delivery and quality were as promised
- Monitor and report on market and competitor activities

Education, Experience, and Competencies:

College Degree and minimum of five (5) years of military sales or business development experience, preferably in military tactical gear

- Must have an understanding of government contracts
- Must be available to travel on a regular basis, as required

Competencies and Skills:

- Self-starter with a will and desire to be the best
- Capable of maintaining confidential and/or sensitive information
- Effective time management, organization and multi-tasking skills
- Excellent interpersonal skills and an outgoing personality
- Able to prospect non-member accounts
- Able to upgrade and deal major businesses
- Very strong written and verbal communication skills
- Excellent team player
- Must work well under pressure and be able to handle multiple priorities
- Ability to foster customer relationships
- Proficient in Microsoft Word, Excel, Outlook
- Proven forecasting and customer service skills

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

Submit cover letter and resume to: [BFGcareers@blueforcegear.com](mailto:BFGcareers@blueforcegear.com)

*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.*