

**Position Title:** Sales Associate  
**Classification:** Exempt  
**Department:** Sales  
**Reports To:** Vice President of Sales  
**Date:** August 1, 2023



FULFILLMENT | KITTING | ASSEMBLY

### **KSP Fulfillment**

KSP Fulfillment is a culture-driven organization which places a high level of trust in our employees. Our operational processes are formed around our core values of integrity, respect, team empowerment, collaboration, continuous improvement, and quality. Each KSP employee is focused on achieving our company vision and *Doing the Right Things* for our customers.

### **Position Summary**

As a Sales Associate, you will play a pivotal role in driving business growth through strategic sales and marketing initiatives. Your primary responsibility will be to identify and secure new clients and contribute to the overall growth and expansion of the company.

### **Essential Functions**

- Adhere to the Core Values of KSP Fulfillment
- Prospect and identify potential clients in various industries that require project execution or third-party logistics services.
- Conduct market research to understand the needs and pain points of potential clients, and tailor sales pitches accordingly.
- Collaborate to develop effective sales strategies and achieve sales targets.
- Generate and maintain a robust sales pipeline, tracking leads from initial contact to closing deals.
- Participate in sales presentations and address client concerns to ensure successful deal closures.
- Stay up to date with industry trends, competitors, and market dynamics to capitalize on new opportunities.
- Respectful and non-threatening treatment of others
- All other duties as assigned.

### **Position Requirements**

- Bachelor's degree in Marketing, Business Administration, or a related field.
- Proven experience in sales and marketing, preferably in the logistics or supply chain industry.
- Strong communication, negotiation, and interpersonal skills to build and maintain client relationships effectively.
- Proficiency in using CRM software.
- Demonstrated ability to work independently, take initiative, and deliver results in a fast-paced environment.
- A proactive and innovative approach to problem-solving and business development.
- Strong (verbal and written) communication skills with an ability to build relationships.
- The ability to self-manage, prioritize initiatives and work well in a team environment.
- Highly organized with a high level of attention to detail