



Job Description

Job Description

Position: Field Sales Manager (Outside Sales)

Location: Southeast-Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee

Reports to: Vice President of Sales

About Us:

Automotive Product Consultants (APC) provides an array of services in the automotive industry and other industries. Our core service, the APC Follow-Up Program, is a proven system that provides dealerships with a second opportunity to sell sales and service customers F&I products after they have left the dealership.

Principal Purpose of Position:

APC works with automotive dealers across the nation to provide them with a second opportunity to sell their sales and service customers F&I products after they have left the dealership. This is a zero-cost solution that contributes to increased profitability and customer retention for dealers. APC operates from multiple locations nationwide and has an immediate opportunity for a Field Sales Representative in the Southeast that will work with Administrator and Agency partners to drive dealer enrollments.

APC provides a thorough training program, including product knowledge and development of our Company sales process.

Duties and Responsibilities:

- Generate and grow new business by successfully executing on a sales plan
- Collaborate with Administrator and Agency Reps to schedule dealer visits, presentations, kickoffs, and review meetings
 - Become an expert on APC's Follow-Up Program in order to train Administrator/Agency Representatives and conduct dealer presentations
 - Build strong partner relationships to increase opportunities and close sales to meet sales quotas
 - Make cold calls and prospect in all potential customers in specified territories, access opportunity, schedule presentations, uncover objections, increase brand awareness, facilitate dealership relationships, and problem solve
 - Support and maintain effective communication with team members and management staff
 - Demonstrate behaviors consistent with the company's values in all interactions with prospects, customers, co-workers and vendors
 - Other duties as assigned.

Qualifications:

- Bachelor's degree or equivalent experience
- Minimum of one year of business-to-business outside sales experience focused on new account generation, preferably selling a service



- Demonstrated success in developing new business and generating sales leads within an assigned sales territory
- Strong presentation and communication skills with a consultative selling approach
- Proficiency in Microsoft Office and contact-management software such as Salesforce, Hubspot, etc.
- Valid driver's license
- Successful completion of criminal background check and motor vehicle record
- Must be able to travel 50% of the time

Our Employees Enjoy:

- A competitive base salary + uncapped commissions
- Travel expenses
- 401K
- Medical, vision and dental insurance
- Paid vacation, sick and personal time
- Holiday pay
- Career advancement opportunities

Job Type: Full-time