

# Job Description

## Sales Representative

### About Escapod

Escapod Trailers is one of the fastest-growing off-road camper manufacturers in the country. Based in Coalville, UT, our mission is to *Build The Best Damn Camper Known To Man* - a teardrop trailer that's gentle on the eyes, rugged enough for the craziest adventures, and suitable for year-round fun. We not only want to stand out in a crowd, but we want to be able to escape them - to explore the open spaces around us in order to connect more deeply with each other and the great outdoors.

### Job Overview

As a Sales Representative for Escapod, you will be responsible for finalizing customer orders before trailers move into production. Your responsibilities will include responding to inquiries during a customer's time in the queue, advocating for our product through email, over the phone, and during in-person meetings; processing necessary paperwork, and maintaining positive relationships with our prospective customers.

### Job Responsibilities

- Become an expert on Escapod's products & services
- Serve Escapod customers by promptly responding to inquiries during their time in the queue
- Track all sales activities in the company CRM system and keep current by updating account information regularly
- Communicate customer and prospect product pain points to appropriate departments
- Develop strong, ongoing relationships with prospects and customers
- Meet and/or exceed up-sell quotas on final build calls
- Coordinate with other team members and departments to optimize the sales effort
- Communicate with other team members and departments to recommend changes in products, services, and policy by evaluating results and competitive developments
- Help facilitate tours of our facility and answer questions about our showroom trailers

### Job Expectations

- Proven track record of successfully managing customer relationships
- Excellent interpersonal skills
- Highly self-motivated
- Strong verbal and written communication skills
- Proficient in Google Suite (Gmail, Google Docs, Google Sheets, Google Forms, etc.)

- Working knowledge of CRM systems (Streak)

**Bonus Skills**

- Working knowledge of MailChimp
- Working knowledge of Adobe Suite
- Working knowledge of DocuSign
- Working knowledge of Quickbooks

**Education & Experience**

- One to two years of industry sales experience
- BA/BS University degree with a concentration in marketing, promotions, advertising sales, or business administration preferred
- Familiarity with office software and phone systems
- Personal interest in the outdoors and camping, a plus

**Working Environment**

This is a full-time, on-site position, working at our manufacturing facility and the main office in Coalville, UT (35 miles away from Salt Lake City on I-80E). We are committed to helping build our local community, as well as growing the culture of Escapod, for which face-to-face interactions and collaborations are paramount. Occasional/part-time work-from-home requests may be granted at the discretion of management when deemed beneficial & when performance goals are being reached.

**Included Benefits**

- Medical, dental and vision benefits
- 401(k) plan with employer matching up to 3%
- 2 weeks PTO
- 1 week of paid sick leave
- 1 week of unpaid personal time
- FMLA
- Vendor purchasing program and discounts
- Commuter benefits
- Use of Escapod's rental fleet
- Seasonal company outings and gatherings

**Values**

Escapod Trailers' is a close-knit community guided by its values of critical thinking, grit, a bias towards action, competitiveness, awareness, continuous improvement, integrity, and camaraderie. We encourage all applicants to visit [our website](#) and read about what drives us,

and what kind of people will thrive at Escapod. Above all, we want those eager to help us grow, realizing our mission to **“Build The Best Damn Camper Known To Man.”**

*Escapod is an Equal Opportunity Employer. We consider all applicants without regard to race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age, disability or genetic information.*