

Job Description

Sales Specialist

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 Specialist for Escapod, you will be responsible for representing our product to interested customers. Your responsibilities will include responding to incoming quotes, 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 the go-to expert for Escapod's products & services
- Serve Escapod customers by promptly responding to inquiries and quote submissions
- 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 quotas
- 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
- Keep management informed by submitting activity and results reports, such as weekly call reports, work plans, and monthly performance analyses
- Help facilitate tours of our facility and answer questions about our showroom trailers

Job Expectations

- Proven ability to meet and exceed sales quotas
- 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

Education & Experience

- Three to five 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 hit.

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.