



Outside Territory Sales & Service Representative

Real Time Products is seeking career minded, hardworking, and independent sales representatives to join our team. Our representatives focus on accounts that cater primarily to tourism, one of the oldest growing industries in existence.

As the Sales and Service Representative, you work with buyers in themed attractions, souvenir stores, museums, gift shops, travel centers, airports, hotels, casinos, and more. We equip you with the training, marketing tools, product samples, and both in-house and field support to expand sales to both existing and new accounts. With our product line of over 3,000 items, an established territory, and the many exciting places to discover, you can expect a fun and exciting sales adventure.

Responsibilities:

- Build ongoing relationships with customers through regular communication, both electronically and in person
- Continue servicing previously established accounts by writing new orders, introducing new products, exploring ideas for custom items, etc.
- Maintain accurate, detailed records of regular communication with established customers, potential customers, office staff, and management
- Establish new accounts through in person and over the phone cold calls as well as customer and office referrals
- Convert sales opportunities to customer sales
- Travel throughout your assigned territory Monday through Friday. This includes overnight travel
- Send orders to the home office daily via fax or email
- Adhere to all company guidelines and policies
- Represent Real Time with a clean, professional appearance
- Any other duties as assigned

This is a commissioned position with high earning potential. Commissions are uncapped and your territory is protected. You receive credit for every order sold to accounts serviced within your territory no matter how it is initiated - by phone, fax, website, email, etc.

Requirements:

- High school diploma or equivalent

- Reliable transportation
- Clean driving record
- Attendance at trade shows
- General computer skills
- Organized and detail oriented

Only applicants truly interested in achieving success in sales need apply. A career in sales can be highly respectable and rewarding. A sales career is demanding and is not always "easy money," but we work with our sales staff toward a common goal of success. Your success with us requires hard work, discipline, and dedication to maintaining and building your customer base.

If you are looking for a position in sales with no gimmicks, this is the opportunity for you. Email your resume to jobs@realtime-products.com.

Real Time Products promotes a drug free workplace. Candidate must pass initial drug screen and future screening

About Real Time Products

We have been in business since 2001 and are operated by a team that has served the souvenir industry since 1985. Our organization is a close-knit group committed to excellence. Our commitment starts with our sales staff and permeates through our order entry, packing, and shipping processes. We are dedicated to great care and client service.