
Position: Sales Representative

Updated: 5/28/24

Location: Tulsa, Oklahoma

Status: Contract to Hire (FLSA Exempt)

Position Summary

Kaw Power & Safety (“KPS”) is building a team of passionate, experts to provide power, safety and emerging technologies products and services to a diverse range of customers, including tribes, federal and state government entities, and other public and private sector customers. We seek a dynamic and highly motivated Sales Representative to join our team. The successful candidate will be responsible for promoting and selling our range of power, health and safety, robotics and other emerging technology products and services to our target markets. This position will initially engage customers in Oklahoma, and then progressively expand sales to adjacent states toward a national sales strategy envisioned by KPS.

Key Responsibilities

- *Sales Strategy Development:* Develop and implement an approved strategic sales plan that aligns with company goals and objectives. Continuously evaluate and adjust sales strategies based on market trends, customer feedback, and company and partner support to attain financial metrics.
- *Prospect and Lead Generation:* Identify and pursue new business opportunities within the industry through proactive prospecting, networking, and lead generation activities. Develop a network of contacts and customers in the target market identified in the sales strategy.
- *Client Relationship Management:* Develop and maintain strong relationships with clients, understanding their needs, and providing tailored solutions. Ensure that the sales effort maintains a dialogue with customers to ensure they are satisfied from point of sale to warranty of product and service.
- *Product Presentation and Demonstration:* Effectively communicate the features, benefits, and value proposition of our products and services to potential clients through engaging presentations, demonstrations, and product knowledge. Maintain knowledge of emerging technologies and products that best serve the electric power, safety and health needs of customer.
- *Proposal Development and Negotiation:* Prepare and present proposals, quotations, and contracts to prospective clients. Negotiate terms and conditions to ensure mutually beneficial agreements and close sales opportunities.
- *Market Research and Analysis:* Stay informed about market trends, competitor activities, and developments related to the electrical, safety and technology industries. Use market insights to identify new opportunities and new customers.
- *Customer Service and Support:* Provide exceptional customer service and support to clients throughout the sales process and beyond. Coordinate timely and effective responsiveness with the KPS team to address customer inquiries, concerns, or issues to effect a high-level of customer satisfaction and loyalty.
- *Sales Reporting and Forecasting:* Maintain accurate records of sales activities, including sales calls, meetings, opportunities, and outcomes. Prepare regular sales reports and forecasts for management review.

Required Education, Experience & Skills

1. Education:

- Bachelor's degree in business, marketing, or a related field.

2. Experience:

- 2-5 years of relevant experience.
- An established network of potential sales leads is preferred.
- Experience in Indian Country that is relevant to this position is preferred.

3. Skills & Attributes:

- Highly motivated self-starter with a proven track record of success.
- Exceptional communication and customer service skills.
- Excellent negotiation and presentation skills, with a persuasive and customer-focused approach.
- Must be able to learn products, sales processes, and systems.
- Strong analytical and problem-solving skills to maintain profitable sales.
- A proactive approach to building and nurturing client relationships.
- Proficiency in the Microsoft suite of products.
- Proficiency in CRM Software and other sales tools.
- Proficiency with tribal governments and enterprises, federal and state agencies, corporate and institutional procurement needs.
- Ability to pass and maintain required background checks.
- U.S. Citizenship is required.

4. Travel:

- This position will be based out of Little Rock, Arkansas, but will often work in the Oklahoma region, with increasing travel demands out of state as the company grows.

Compensation

The selected candidate will be offered a market base and incentive compensation.

How to Apply

Interested candidates should submit a resume, cover letter including an explanation of how your experience and passion relate to this position, and three professional references to careers@kawnationindustries.com. The Kaw Nation is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.

About Kaw Power & Safety

Kaw Power & Safety ("KPS") is a subsidiary of KNI Environmental, both of which are owned by Kaw Nation Industries. KPS strives to provide electrical power and safety products and services to tribal, federal, and state governments, as well as corporate and institutional facilities, with a particular focus on customers who seek innovative solutions from a tribally owned company.

About KNI Environmental

KNI Environmental provides building and environmental solutions for clean, safe and efficient environments. It is owned by Kaw Nation Industries, the federally chartered corporation wholly owned by the Kaw Nation, dedicated to fostering the Tribe's economic advancement. Organized as a holding corporation, Kaw Nation Industries has launched a multi-year plan to acquire a diverse array of companies that serve to improve the business and lives of its customers while creating long-term wealth diversification supporting economic and cultural vitality of the Kaw Nation. More information is available about KNI at kawnationindustries.com.