



# SELLMARK®

“BRANDS THAT SELL”



Sales Representative- Law Enforcement

Sellmark Corporation is a leading manufacturer of outdoor lifestyle products headquartered in Mansfield, Texas. Sellmark’s brands include: Sightmark, Pulsar, Firefield, 12 Survivors, Head Tilt and Southern Crossbow. Our brands and products are found in more than 50 countries and are represented at Academy Sports and Outdoors, Bass Pro Shops, Cabela’s, Dick’s Sporting Goods and other top retailers. Sellmark’s corporate awards include: Inc. 500|5000 Fastest-Growing Companies; Dallas 100™ Fastest-Growing Private Companies; Fort Worth Business Press Top 100 Private Companies and more. Sellmark seeks employees with the ability to contribute creatively in teams as well as work independently to achieve our vision—to be the No. 1 developer of brands and products for the outdoor lifestyle market.

### Core Duties & Responsibilities

- Maintain frequent contact with existing and potential law enforcement agencies to develop new sales opportunities, with Federal, State and Municipal Agencies
- Research and Identify new government, LE leads by cold calling and qualifying prospects
- Work closely with agencies to support customers’ requirements, manage product quality issues and facilitate sales. Day to day management; pricing, stocking fulfillment concerns, questions and bid management
- Make outbound visits to existing and new customers with emphasis on optimizing customer relations and producing new sales
- Handle inbound, unsolicited prospect calls and convert them into sales
- Emphasize product features and benefits, quote prices, discuss terms and prepare sales order forms and/or reports
- Submit and track recommended product and quotes within budget cycle
- Attend trade shows and other related promotional events
- Define product needs for bids throughout assigned territories
- Perform other duties as directed by management

### Required Skills

- High level of integrity and strong work ethic
- College degree or an applicable combination of education and experience
- Approximately 25% travel
- Experienced sales cold calling/comfortable being on the phone
- Strong sales, presentation and negotiation skills
- Military/LE and or Hunting/Shooting background a plus
- Able to lift, carry and transport heavy sample cases and trade show materials

### Competitive Compensation, Benefits and Training

- Guaranteed Base salary \$35K - \$45K + Uncapped Commission (First full year projected range \$45K -\$70K)
- Only local candidates need apply
- Company paid travel
- Paid Vacation/Holidays, medical insurance and 401K
- Initial intensive training program, continual professional training and career enhancement opportunities available
- Must be able to pass a Background Check and Drug Test

Send resumes and a cover letter to: [employment@sellmark.net](mailto:employment@sellmark.net) or fax (817)394-1628

