

## **Job Title: Sales Representative**

### **Join Our Team as a Sales Representative at Noovo - Drive Success and Adventure!**

Are you ready to be the driving force behind Noovo's incredible journey? We are looking for a dynamic and results-oriented Sales Representative to join our passionate team and help clients embark on unforgettable adventures in our home-on-wheels van conversions. If you're a motivated, customer-centric, and experienced sales professional, we want you to be part of our growing family.

**Job Type:** Full-time

**Location:** Las Vegas

**Pay:** \$60,000 - \$75,000 per year

### **Key Responsibilities**

**Lead the Road to Success:** Identify and engage potential customers, nurturing new leads and sales opportunities to steer our growth.

**Master the Road Ahead:** Develop a profound understanding of Noovo Vans' products and services, allowing you to effectively communicate the value proposition to clients.

**Personalize the Journey:** Conduct consultations with clients to understand their unique needs and preferences, delivering tailored solutions for unforgettable experiences.

**Build Relationships That Drive:** Craft and maintain strong relationships with clients through outstanding communication and world-class customer service.

**Create the Perfect Ride:** Collaborate with our design and production teams to ensure client requirements are met, and van conversions are completed to the utmost satisfaction.

**Navigate the Market:** Stay up-to-date with industry trends, market conditions, and competitors, seizing every opportunity for growth.

**Achieve the Destination:** Meet and surpass sales targets and performance metrics set by the company, ensuring a steady and successful voyage.

**Seal the Deal:** Prepare and present sales proposals, skillfully negotiate terms, and close deals that set sail toward our revenue goals.

## **Qualifications**

**Sales Savvy:** A minimum of 1 year of proven sales experience, ideally in automotive, recreational vehicles, or hospitality and tourism industries. Demonstrated success in meeting or exceeding sales targets is a must. Strong communication, negotiation, and interpersonal skills are your compass.

**Communication Captain:** Excellent verbal and written communication skills are essential to effectively present our products and services, grasp client needs, and navigate negotiations.

**Customer-Centered:** Embrace a customer-centric mindset with the ability to build and maintain long-lasting client relationships. A deep understanding of customer satisfaction and a proactive problem-solving approach are your anchors.

**Self-Driven:** Highly self-motivated and results-oriented, with the ability to work independently and manage a sales pipeline efficiently.

**Adventure Enthusiast:** Familiarity with van conversions, outdoor lifestyle, and travel trends is a plus. A genuine interest in the products and services offered by Noovo is highly desirable.

**On the Go:** A valid driver's license is required, along with the willingness and ability to travel for client meetings and marketing events (some overnight).

**Educated Explorer:** An associate's degree or higher is required. Additional education or training in sales and marketing is a plus.

## **Compensation**

**Earnings Journey:** Competitive commission-based compensation on sold van build contracts, with unlimited commission earning potential.

**Comprehensive Care:** We provide full medical, dental, and vision benefits, as well as other exciting company perks.

**Note:** This job description is not exhaustive and may be amended to include other duties as required.

**Benefits**

- 401(k)
- Cell phone reimbursement
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

**Schedule**

- 8-hour shift
- Monday to Friday
- Weekends as needed

**Supplemental pay types**

- Bonus opportunities
- Commission pay

Embark on a rewarding journey with Noovo and help clients experience the freedom of the open road in style and comfort. Apply today to be a part of our adventure!