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## Position Description

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### Overview

**Job Title**      **Outside Sales Representative**  
**Location**      **Houston, Dallas/Fort Worth and Tyler Texas**

### Details

Seeking **Outside Sales Representatives** with excellent prospecting skills and **experience selling Lubricants into the Industrial Market** for the following regions: **Houston, TX, Dallas/Fort Worth, and Tyler Texas locations**. These individuals will be responsible for driving incremental sales revenue by identifying and developing new business opportunities and expanding business relationships within existing customer accounts in their region.

**This is an excellent opportunity with a well-respected, integrity and customer driven company that offers a very competitive/lucrative compensation plan and solid employee benefits.** **The culture is one of consistent coaching and mentoring** for their people; they support individual growth and development, encourage a healthy **work-life balance**, foster a team environment based on **mutual trust, respect, honesty, and openness**, ensure their **employees are valued** and feel they belong and create a supportive foundation for **customer-led service and innovation**.

You will be a good fit for this role if you enjoy building relationships and can demonstrate your success with a consultative sales approach. As a qualified applicant for the Outside Sales Representative role, you should be creative, tenacious, ethical, and motivated to get results. Additionally, being team-oriented and comfortable with a cross-platform environment will ensure high performance in this role. So if you have strong communication skills and a proven track record of sales experience and success - preferably in the oil and gas industry – please consider applying for this role today!

### **Primary Responsibilities**

The Outside Sales Representative will perform the following duties:

- Maintain a continuous pipeline of future business;
- Communicate customer needs and service issues promptly and accurately in order to facilitate a timely and positive resolution;
- Follow internal processes and provide feedback during meetings that will help our client strengthen their effectiveness, efficiency, and productivity in our sales practices;



- Embrace and incorporate ongoing training and development tools provided into day-to-day practices to keep up with market changes, product knowledge, and processes.

### **CORE TALENT COMPETENCIES:**

The Outside Sales Representative will display the following traits and abilities:

- **Develops and maintains relationships.** Builds and maintains relationships with other/key individuals or organizations to help achieve business goals.
- **Seizes opportunities.** Proactively takes initiative and ownership for success.
- **Persuades and influences.** Effectively persuades others to change their mind or alter behavior.
- **Demonstrates flexibility/resilience.** Adapts to and works effectively with a variety of situations, individuals, or groups. Adapts approach as the requirements of a situation change. Manages pressure effectively and copes well with setbacks.
- **Strives for results.** Drives for results and focuses on improving performance outcomes.
- **Communicates articulately.** Speaks clearly and concisely, and demonstrates skill and expressiveness in verbal communication to convey important points with everyone associated with the company.
- **Builds customer loyalty.** Focuses efforts on discovering and meeting customer needs and expectations.

### **Primary Qualifications**

The Outside Sales Representative will possess the following qualifications:

- Minimum of High School Diploma or GED.
- At least one year of selling fleet or industrial lubricants
- Knowledge in Microsoft Outlook, Power Point, and Excel
- CRM experience preferred
- CLS a plus



### **About the Company**

Family-owned and operated since 1932, this organization has grown from a single gas station to a leading national distributor of petroleum products and services to the Automotive, Construction, Industrial, Marine, Oil & Gas, Petrochemicals & Refining, and Transportation industries. They carry the leading brands in the industry and stock 500,000 gallons of bulk and packaged lubricant products in almost 150,000 square feet of warehouse space. With an extensive fleet of bobtails, tractor-trailers, and flatbed trucks throughout Texas, they handle lubricant, fuel, and environmental services needs throughout Texas, along the Gulf Coast, or across the U.S.

### **About Us**

Cutting Edge Connect is an executive consulting firm with the goal of bringing talented individuals into quality organizations.

***To speak with us directly, please contact.***

Lisa Seebacker, Partner

Phone: 224-433-6182

[lisa@ceconnectinc.com](mailto:lisa@ceconnectinc.com)

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### **Why work with Us?**

Cutting Edge Connect does not employ the candidates who apply for this position. As an Executive Recruiter, our client has requested assistance in finding exceptional professionals to fill this role. Our services allow you, the candidate, to gain a privileged position in front of the hiring authority and human resources. Our clients trust us to ease the headaches of the hiring process for everyone by presenting your qualifications in a unique and attention-grabbing way.

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