CYBEX POSITION DESCRIPTION

FIT-TECH - NORTH AMERICAN SALES

BASIC PURPOSE:

To sell, market, and promote all Cybex products through the direct network to commercial customers, and assist assigned Regional Director in achieving all stated objectives.

DUTIES AND RESPONSIBILITIES:

Achieve monthly, quarterly and annual revenue quota in assigned markets set forth by Regional Director

Work closely with the Territory Manager to generate opportunities to reach monthly and quarterly sales goals

Achieve product mix and quarterly objectives set forth by Regional Director.

Manage travel and entertainment at or below budget

Perform Fitness in-services.

Perform regional telemarketing as assigned by Regional Director

Perform cold calling based on stated objectives

Supply weekly opportunity projections via SFDC to Regional Director.

Assist in prospecting for new customers – field sales travel approximately 3 days per week.

QUALIFICATIONS AND SKILLS NEEDED:

Minimum formal education, experience and training:

Bachelor's Degree preferred along with current fitness certification(s).

Other knowledge and skills:

Mathematical aptitude, excellent written and oral communication skills. Must be able to give effective presentations, personal computer skills including word processing and spreadsheets is required. Ideal candidate is within closest metropolitan market with established contacts in the commercial health and fitness industry.

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Fit-Tech - North American Sales

High energy with the ability to achieve and deliver results in a fast-paced environment

TRAVEL:

Will travel approximately 50% in the assigned region to call on regular and prospective customers. Attend national and regional trade shows.

Reports to: Regional Sales Director