

# JOB DESCRIPTION



**Title:** Regional Sales Representative

## Summary of Position:

- Tyr Tactical is seeking an enthusiastic, hard-working, customer-oriented individual who can work in a team environment as a regional Law Enforcement or Military Sales Representative. Job function – LE or Military Sales Industries - Ballistic Armor and Tactical Gear

## Duties and Responsibilities:

- Research and analyze sales opportunities by understanding the customer's requirements, budgets, and buying habits. Must become familiar with the customer's structure, size, the primary points of contact and specialized departments and document this information into the Customer Relationship Management (CRM) database (Salesforce).
- Informs management by completing reports and informing them of industry trends, marketing efforts, and any competitors information gained.
- Work in a proactive, professional manner with the internal Tyr sales team (Customer Service, Manufacturing, Accounting, and Marketing) to help ensure that the customer's experience measures up to Tyr's service goals and that all promises are kept.
- Maintain quality customer service and promote repeat business by ensuring customers' requests are processed in a timely manner, customer is kept informed about their orders, and the customer is left with a positive and favorable experience.
- The duties listed above are intended only as illustrations of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position

## Required Skills

- Highly self-motivated and goal oriented professional a must
- Excellent communication and presentation skills
- Knowledge of tactical equipment
- Confidence and resilience to speak and present to LE and or military groups
- Ability to work in a fast paced, team environment
- Work or travel extended or long hours as needed (50% travel required)
- Comprehend information technology (Microsoft, excel, word, salesforce, etc.)
- Strong organizational skills

## Education And/or Experience

- 10 years prior law enforcement or military experience required
- High school diploma required/ College Education preferred

## Benefits:

- Medical, Dental, Vision, Life, & Short-Term Disability Insurance offered after 30 days.
- Company paid \$15,000 Life Insurance Policy.
- 401(k) Plan.
- Paid Vacation and Holidays, including a week off at Christmas and 4th of July
- Growth Opportunities