



Job Description

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You will be expected to execute sales strategy, initiate contact with existing and potential customers in the marina industry as well as waterfront establishments and waterfront homeowners. Identify the customer's needs and sell the appropriate products and projects to meet those needs. You will travel throughout the Baltimore, Annapolis and surrounding areas. Majority of sales will be in floating pier systems, piling maintenance and commercial dive services.

Company Description:

Eastern Marine Services is your go to source for everything in, on and around the water. Our new location at 1923 Old Eastern Avenue in Baltimore is the gateway to your water related needs.

We offer a showroom featuring the latest in Floating Docks and Pier Maintenance and Restoration for Waterfront Businesses and Homeowners. We also carry a large selection of boat zincs for area boaters. We perform all types of marine construction, inspections, pile work, dock repair, welding, and more.

Job Duties:

- Manage accounts with existing customer
- New Account Activity by identifying potential customers, assessing the customer's needs and creating a customer/supplier relationship
- Present sales sample, literature and other sales aides to the customers: increase sales in the respective accounts
- Provide price quotes for new and existing customers
- Secure orders from existing customers by visiting the account or receive the order via electronic mediums



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- Account Maintenance by reviewing accounts receivable status keeping them within the acceptable parameter set forth by the Accounting Department
- Utilize productivity tools (i.e. laptop computers, order guides, etc..) to increase company efficiency
- Follow all company guidelines as it pertains to Special Orders, Deposits, Truck Minimums, Credit Applications, Payment Terms, etc...

Job Requirements:

- Must have previous sales experience in the marine industry.
- High school degree, some college preferred.
- Ability to build rapport and trust with customers.
- Organized with good communication skills
- Computer skills and math proficiency very important.
- Energetic and confident in ability to excel and operate in an independent sales environment.
- Reliable transportation for travel throughout the territory.

Salary:

- Commission Only: 10% of Sales
- Base + Commission: \$10.10 / hour + 3% of Sales

Contact:

Please forward all resumes to info@easternmarineservices.com and please visit our website at <http://www.easternmarineservices.com> to learn more about our company.

Thank you