

Position Opening

Sales Representative

Company: Children's Specialties, Inc.
of Positions: 1
Position Type: Full Time

Location: Broken Arrow, OK
Salary: Draw + Commission (avg. \$40k-70k+)
Benefits: 401k, Bonuses, Travel Expenses

ABOUT YOU:

Are you tired of a J-O-B, when you know there are greater opportunities out there? Do you seem to have a gift to develop relationships? Does the thought of serving people, companies, and organizations in a **fun, fast-paced, and hard-working environment** sound exciting? If you have at least 3 years of experience in the commercial product sales area and **want to utilize that experience to do something really important**, then keep reading.

ABOUT US:

Children's Specialties, Inc. is a mission-driven company with a spiritual mandate to help fund the spreading of the Gospel and we are passionate about what we do. Our tools and methodology to accomplish this mission are through the recreation and playground industry. Children's Specialties, Inc. provides design, consulting, equipment sales, installation, inspection, and maintenance services in virtually every area of the indoor and outdoor recreation industry to schools, cities and parks, hotels, resorts, water parks, pre-schools, churches, apartments, non-profit groups, and design firms. Our customers and clients range from single individuals to large metropolitan cities and school districts. We are a dedicated team who is unwavering in our desire to be the industry leader in what we do, while making a difference at the same time.

OUR TEAM CULTURE:

Our company is probably different than any place you've ever worked. **Not only is our business different and fun**, but we truly care about our people. As a team member of Children's Specialties, Inc., you must be a cultural fit. **Excellence and passion are what draw people to our company**. Pushing the limits is part of our average work day. That means **we expect our team members to push the envelope of their own goals** and skill every day. If we aren't moving forward, we're moving backward – who would want that!?

WHAT WE'RE LOOKING FOR:

In one word, **we're looking for – WINNERS**. We want winners who are passionate about life – about helping people. We're looking for that person who **wants something more than just a J-O-B**. We don't offer those here. We will present you with the training, tools, and opportunity to meet some great people, learn some new things, serve others, and make money doing it. **What you do with that will determine how far you go**.

We're looking for someone who can be the face of Children's Specialties, Inc. and expand our national presence into greater markets by increasing our customer base, repeat business, and market share. This will include calling and visiting existing customers, creating new customers, providing on-site recommendations, communicating design and layout options between our designers and the customer, etc. Often, our sales representatives are the only face-to-face contact our customers have with our company. Therefore, it is critical for that person to **epitomize our team values, our team culture, and believe passionately in our products and what we do**.

WHAT YOU MUST HAVE:

If you've read this far, you're probably still interested, or at least intrigued. In order to be considered for this position, you **MUST** have ALL of the qualifications listed below. Please note: These are considered the minimums. **Our standards are high, and we demand that of ourselves and our team**.

- Minimum of 3 years sales experience in the commercial product area (Home parties such as candles, make-up, cookware, Cub Scout popcorn or Girl Scout cookies doesn't count).
- 2 year degree from an accredited college – 4year degree is preferable (may be waived with appropriate experience)
- Impeccable communication skills – verbal, written, and body language
- An over-achieving, push the limits, constantly-do-better attitude and work ethic (excellence is the name of the game here)
- Ability to thrive on a commission-driven pay structure (with hard work, it's reasonable to make \$100k+ in the first couple years)
- Unbending integrity (we require the highest levels of honesty and personal accountability)
- Dependable vehicle and ability to travel (some travel is required to visit on site with our clients and customers)
- Desire to learn new ideas, concepts, and business culture that may be different than what you've known

FINAL NOTE:

Our interview process is more involved and thorough than you may be accustomed to. We don't just hire to fill in gaps or warm a seat. Rather, **we take the time to find the right people**. If you've got what it takes and know without a doubt you're a fit, let's talk.