



Position: Sales Representative
Reports to: Chairman of the Board / Board of Directors
Location: Idaho (HQ office in Meridian)

The Idaho Trucking Association is looking for a candidate to represent the association for membership growth and retention.

Job Description:

The Sales Representative position is responsible / accountable for the sales and promotion of the overall business strategies of the association to new and existing members in Idaho. This individual will build the Idaho Trucking Association brand and should be motivated and committed to meeting members' needs, growing and maintaining membership and exceeding unit sales targets.

Responsibilities:

- Represents the association as the voice of trucking in Idaho.
- Maintains current knowledge of members' issues in Idaho and surrounding states.
- Strong selling, prospecting, cold calling and presentation skills required to achieve sales targets.
- Develops and implements business strategies, including non-dues revenue programs and value added services and products.
- Maintains sales management information for all members in Idaho.
- Manages market awareness and provides call and lost sales reports.
- Monitors trends in members' business activities and communicates timely to management.
- Organizes a variety of member events, including safety training, regional trade shows, networking, general meetings, fundraisers and conventions.
- Uses any and all sales related software programs.
- Maintains a professional appearance at all times.
- Maintains and updates member prospect list for ITA regions on an ongoing basis.
- Completes all required documentation in a timely manner.
- Creates and maintains an annual forecast plan to maximize membership retention and growth.
- Performs any and all other requests deemed necessary to promote and grow ITA membership.

Requirements / Qualifications:

- 5+ years trucking industry and sales experience preferred
- High level understanding of trucking industry trends and data
- Excellent customer relationship skills
- Strong communication skills, including public speaking and writing
- Ability to work flexible hours
- Ability to travel frequently
- High School Diploma or GED equivalent
- Ability to analyze and interpret basic sales reports
- Ability to use standard desktop applications such as Microsoft Office and Internet functions
- Professional appearance
- Salary Base plus commission and sales goal tiers for increased commission potential
- Auto allowance plus reasonable travel expenses
- ITA is a drug free workplace. Candidates must be able to pass a pre-employment drug test and background screening.

The Idaho Trucking Association is an Equal Opportunity Employer.

Apply online at: https://www.indeedjobs.com/idaho-trucking-association/hl/en_US?cpref=JXWAtnzf3XWjLOi4YeVNLuV7xMD8uRK8cNzfgi9SF8U.