Sales Representative

After completing Vector's college-level sales training program, sales representatives market Cutco products under the supervision of their office manager. Their responsibilities include the following activities:

- Presenting Cutco products for sale direct to the consumer, through preset appointments.
- Filling and submitting customer orders.
- Identifying potential customers through personal referral and lead generation.
- Scheduling appointments.
- Reviewing personal performance with the local office manager at weekly meetings.
- Attending advanced training workshops and conferences on personal sales techniques, consumer behavior, time management, and effective communication.

The sales representative sets his/her schedule, which generally demands from 10-20 hours per week.

Over the course of a semester or summer a Vector Sales Representative will develop an understanding of the following concepts and the ability to apply these concepts in practical situations.

- Introduction to and practice with the concepts of the sales cycle, including building rapport, identifying a specific problem or need, presenting the features and benefits of a product solution, comparing solution to similar brands, presenting a choice of purchasing options, giving a reason to buy now.
- Introduction to and practice with the concepts of negotiating, including identifying and answering objections, using promotions, dropping down, and closing strategies.
- Introduction to and practice with the elementary concepts of consumer behavior as they relate to referrals and lead generation, as well as the techniques for using references.
- Personal experience with the process of performance review and critique, with a focus on taking management direction, self-evaluation, and setting time bound goals and objectives.
- Mastery of and practice with administrative functions including order submission, time management, and record keeping within corporate policies and expectations.

For more information about the position and company, please visit our website at www.VectorMarketing.com.