

Military Support Representative

Company: Tesla Industries, Inc

Looking to fill positions in Reno, Nevada

Job Description

Tesla Industries, Inc, an innovative leader in state of the art portable ground power systems, is currently seeking a highly motivated, self-starter with prior military experience to join its Military Sales & Support team.

Job Function:

- Developing new business opportunities in the military marketplace
- Developing relationships with decision makers in the defense industry
- Assisting customers in determining their power support requirements
- Technical sales presentations
- Provide training on new products and services
- Make outside sales calls on a routine bases as well as perform inside sales functions
- Responsible for maintaining a positive relationship with current and potential customers
- Understanding military contracts
- Represent Tesla Industries at trade shows
- Participate in sales planning, the execution of sales and marketing plans
- Answer telephone, fax and email inquiries

Job Requirements:

- Technical background and basic understanding of power conversion and its application with automotive and/or aviation equipment
- Ability to learn, understand, apply, and present portable ground power equipment
- Familiarity with portable ground support equipment requirements is a plus
- Polished presentation skills and interpersonal skills as well as a professional demeanor
- Strong desire to set challenging goals for success and career advancement
- Ability to travel approximately 40% of the time
- Candidate must be hard working and energetic, have excellent communication skills, and show a willingness to be a team player
- Experience doing business with the DoD and knowledge of the military logistics and supply acquisition process is a plus

Compensation:

- Salary range \$65,000 - \$75,000 depending on experience.

Interested applicants please forward your resume to rquillemette@teslaind.com