Sales Representative

Company Description
Dyacon is a manufacturer of industrial weather stations. Unlike other weather stations, Dyacon equipment is easy to use, while still offering sophisticated connectivity features. Applications and markets include aviation, agriculture, education, research, and industrial automation.

Located in Logan, Utah at the USU Innovation Campus, the facility is serviced by university and community bus routes. Outdoor recreational are nearby and include climbing, hiking, boating, skiing, and biking.

Dyacon is a small employer, as such job descriptions and employee duties may be broad and varied.

Dyacon Opportunities
Those wishing to demonstrate and grow their skills will have ample opportunity to do so at Dyacon. As a small employer we can offer the following:

- Flexible schedule
- Part-time hours, expanded as sales require.
- Personal initiative and self-directed work.
- Key employee position with opportunity to explore skills and contribute where value is needed.
- Establish working priorities, product applications, and market emphases.
- Build a friendly culture between employees, outside resources, and customers.

Duties
- Learn about the product, technical features, and its applications.
- Maintain and expand CRM (Nutshell) database.
- Monitor input from sales lead researchers.
- Develop and implement sales strategy to explore market segments.
- Review and write new website content as necessary.
- Write sales literature.
- Occasional local travel to demonstrate products to potential clients.
- Utilize other skills as necessary for small business operations.
- Work independently in pursuit of objectives.

Employee Skills and Experience
- Excellent writing skills and professional phone presence are required.
- Comfortable with computer tools, including office software, social media, and WordPress.
- Previous business-to-business sales background is desirable.
- Education in sales process, techniques, and strategies.
- Cables of understanding a technical product.

Compensation
- Hourly, $12
- Sales commission is available as proficiency is developed.

How to Apply
Send a letter and résumé in PDF format to hr@dyacon.com.

Position is available as an internship for course credit.