



World Class Rides

Chance Rides Manufacturing, a family owned and operated company, has been delivering entertainment to the amusement industry since 1961. We take great pride in being a leading manufacturer of amusement rides and people movers worldwide.

For over 50 years, Chance Rides has been a leader of manufacturing excellence in the amusement industry and we are committed to continuing that standard of excellence. Chance Rides is excited to announce that we are currently seeking the following position:

Sales Representative

Summary/Objective

The successful applicant will focus on acquiring additional revenue streams from existing clientele as well as bringing on new customers who can benefit from our product offerings.

As a Sales Representative, you will be responsible for meeting monthly and quarterly quotas while maintaining a high level of customer satisfaction. You will report to the VP of Sales and Marketing and manage a minimum of 25 accounts at any given time. We're looking for a sales-oriented professional who values productivity and customer engagement. Ultimately, this position should contribute to an increase in sales and maintain our company-client relationships at a high standard.

Essential Functions

- Manage a portfolio of accounts to achieve long-term success
- Develop positive relationships with clients
- Hands on experience in sales and an ability to deliver excellent customer experience
- Generate new business using existing and potential customer networks
- Resolve conflicts and provide solutions to customers in a timely manner
- Report on the status of accounts and transactions
- Set and track sales account targets, aligned with company objectives

- Suggest actions to improve sales performance and identify opportunities for growth
- Excellent listening, negotiation and presentation skills
- Understanding of sales performance metrics
- Strong verbal and written communication skills along with solid computer skills
- Ability to work in a team environment, while also delivering independent results
- Strong ability to persuade, motivate and influence others
- Ability to prioritize, multi-task and manage time effectively
- Highly motivated with the ability to aggressively pursue and effectively close business
- Monitors market dynamics, including customer and competitor developments and funnels relevant information to the appropriate sales management for consolidation in our market sensing process

Required Education and Experience

- Driven, enthusiastic, confident and self-motivated
- Bachelor's degree required
- Technical or mechanical background preferred. Business Administration, Sales or relevant field will be considered
- Amusement industry sales experience preferred
- Experience with highly engineered products or equipment in either a volume manufacturing or built to spec environment

Travel

- Expected domestic travel 35% - 65%. International travel is also possible
- Relocation preferred but not required

Employment Package

- Salary and commission structure commensurate to experience and qualifications
- Comprehensive benefits package including Medical/Dental/Vision
- 401(k) with company match

Candidates who meet the skills/requirements for the position are encouraged to submit their resume to eric.stoecklein@chancerides.com

Chance Rides is an Equal Opportunity Employer