



Outside Parts Sales Representative

Central States Bus Sales has an opening for a **Outside Parts Sales Representative** for our **Oswego, IL** location. The Parts Sales Representative will travel to customer's locations and supply information to support their parts and service needs.

Responsibilities:

- Establish, develop and maintain relationships with current and potential customers within the assigned territory
- Deals with any parts-related or industry-related issues
- Gains information about pricing, product, and competitors so we can become more competitive
- Promote and recommend our service department to meet customer's needs
- Work with the Bus Sales Reps to support customer needs
- Submit weekly call reports to Parts Manager
- Receive orders from customers and complete the order process to ensure delivery
- Maintain customer accounts in company database
- Delivery of some customer orders
- Help customers organize inventory
- Gather information pertaining to pricing and products
- Assist with physical inventory
- Supports the Parts Manager as needed

Requirements:

- Sales experience, Outside sales is preferred
- High school diploma or equivalent
- Prior knowledge of vehicle parts sales and service is a plus
- The ability to connect with customers, the aptitude to understand the technical aspect involved with buses and parts and being dedicated to serving the customers' needs are essential to personal and company success
- Must have a valid Driver's License and maintain a clean driving record
- Must be able to travel to customer locations in a company vehicle (some overnight travel is required)

Central States Bus Sales is a dealer for several manufacturers of school and transit buses. We are the largest Blue Bird School Bus dealer in the country. We have five locations covering five states and are headquartered in Fenton, Missouri. Please visit our website at www.centralstatesbus.com to learn more about our growing company.

Central States Bus Sales offers a competitive compensation package including base salary plus commission, travel expenses, medical benefits, 401k, vacation, personal time, and holidays.

If you are interested in joining a growing, successful company, please send your resume along with salary requirements to: hr@centralstatesbus.com.

EOE/AA