



**TITLE:** Sales Representative

**DATE:** January 2018

**STATUS:** Exempt

**REPORTS TO:** CEO

**DEPARTMENT:** Sales

**LOCATION:** Longmont, CO

### **COMPANY DESCRIPTION:**

At Funovation, we believe fun should be bright and play interactive. That is why we set out to create amusement attractions that require brain and brawn and have just the right amount of moxie to bring out the kid in us all. Our premier attraction, the Laser Maze Challenge®, invites players to “step into the game” and star in their own immersive, action-packed laser adventure, and RAID™ (Rapid Alien Invasion Defense™) challenges player to an interactive alien takeover challenge.

Since introducing the Laser Maze Challenge to the industry in 2007 and RAID in 2017, we have installed attractions in over 340 locations and 29 countries. We are looking to add a sales representative to continue our growth and further expand our product lines.

### **JOB FUNCTION/PURPOSE:**

This Sales Representative’s primary responsibility is to grow Funovation’s profitable sales volume by selling our industry-leading products and ensuring sales goals are met or exceeded. The Sales Representative should enjoy new challenges and take pride in owning one’s work and delivering quality results.

### **KEY ACCOUNTABILITIES:**

1. Direct sales to customers via telephone and email
2. Accurate sales forecasting using salesforce.com
3. Proactive management of the sales pipeline for the company
4. Relevant trade show attendance as a spokesperson for the company
5. Other duties and responsibilities as assigned by the CEO

### **JOB QUALIFICATIONS:**

1. Knowledge:
  - a. Comfort working in a dynamic and growing business environment
  - b. Proactive sales mentality; hungry to make money and grow one’s career
2. Skills and Abilities
  - a. Proven sales and closing skills using consultative sales approach
  - b. Experience with contact management system (salesforce)
    - Managing pipeline (mandatory)
  - c. Excellent communication
    - Respecting clear, timely, courteous, and honest communications
  - d. Excellent phone/conferencing rapport.
    - Connecting with potential and current customers via phone is critical, as most of the selling process will be done via phone
  - e. Excellent organizational skills.
    - Processing numerous ongoing activities is part of the job; you need to be organized

- f. Strong computer background
  - Word, Excel, Google Business, and others
- 3. Education:
  - a. 4-year college degree preferred
- 4. Experience:
  - a. 1-2+ years of sales experience

**WORK ENVIRONMENT/PHYSICAL ACTIVITIES**

- 1. Up to 20% travel, international and domestic.
- 2. Some building/heavy lifting due to trade shows.

**COMPENSATION PACKAGE:**

To be determined.  
Salary + commission + stock options.

**TO APPLY:**

Email your resume and any relevant work samples to [fun25@funovation.com](mailto:fun25@funovation.com).