

# Buy Team Representative



TruckVin.com Corporation  
Fort Worth, TX

## **About the Career & Company**

TruckVin.com is adding Motivated Producers with the Desire to Succeed. This unique opportunity encompasses our proprietary software to engage, and capture fleets selling their retired fleet trucks. The Trucking Industry is a \$700 Billion Industry, and TruckVin.com stands at the forefront purchasing trucks Nationwide.

Are you assertive, impatient, thrive in a fast-paced environment? Ready for more, desire to be a part of something bigger than yourself? Join the TruckVin.com team. Created in 2020, TruckVin.com is the only platform in the nation to sell a semi truck, or group of trucks completely online. We've grown to become one of the most trusted names in the trucking industry among owner operators and fleets alike.

Founder Zachary Ellis has helped companies expand their fleet, eliminate equipment downtime, and build lasting relationships with fleets nationwide – all while disrupting the status quo by implementing a cutting-edge, industry-leading platform for millions of users nationwide.

TruckVin.com takes an innovative, disruptive approach to purchasing trucks, building lasting relationships with clients from coast to coast, all while expanding our market share. This opportunity is for those that thrive in a sales environment, are coachable and teachable that seek to earn mid six figures income. Trailblazers, Type A Personalities, Top Sales Talent, this is the career for you.

At TruckVin.com we'll provide the tools, along with experienced management team to accel your career. We're experts at developing talent, and demand the absolute best on our team.

## **Commitment to Greatness**

- Predominantly Phone and Internet Based Sales, with large outbound dialing to both current and future prospective clients. Market the Advantages Using TruckVin's Proprietary Process, while Negotiating Purchases
- Gain Product Knowledge to Effectively Communicate, Interact, and Perform at the Highest Levels while Interacting with Clients
- Maximize Company Monthly and Quarterly Unit Goals through Effective Marketing, and Relationship Building
- Executive Presence within Customer Interaction, Preside in Customer Meetings and Interactions
- Utilize CRM to Document Client Interaction to Execute and Achieve Monthly Sales Targets
- Interact with Sales Coordinators to Expedite Buy Packages, assist when needed

## **Suitability**

- 1+ Year of Experience in B2B, In-Person Sales, or Parallel Industry
- Self Starter with Strong Organization and Problem Solving Skills
- Ability to Modify Communication Style within Customer Communication and Negotiation with Clients both Internal and External
- Coachable Personality with Tenacious Negotiation Abilities
- General Microsoft Office skills, including Excel, Outlook and PowerPoint

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## Essential Qualities We Value

- Competitive, Driven Winners
- Excel at Contract Negotiation, Ability to Close
- Impatient, with a High Sense of Urgency
- Responsible, Charismatic Personalities

Salary: \$80,000 to \$250,000+ Annually (Commissions plus Bonuses)

We are an equal opportunity employer and prohibit discrimination/harassment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.