



18050 Newhope St. • Fountain Valley • CA • 92708
P 714.515.4001 | F 714.557.4223 | careers@frsport.com

About Us

FR Motorsports is a company that specializes in automotive aftermarket performance parts. We are a distribution / e-commerce company based in Fountain Valley, CA. We have been providing complete parts need for dealers, shop, and end users since 2001.

Location:	Fountain Valley, CA 92708
Base Pay:	\$30,000 - \$41,000 /year + commission opportunities BOE
Employee Type:	Full Time
Industry:	Automotive - Motor Vehicle - Parts
Manages Others:	No
Job Type:	Automotive Retail / Wholesale / Phone Sales
Experience:	See Description
Relocation Covered:	No
Post Date:	2016

Summary

We are searching for a full time salesperson for in person, phone, and Internet sales. This is an in-store sales/customer service position with many opportunities for advancement. The position including sourcing parts for in-store customers as well as taking phone orders. If you are the best of the best in the automotive aftermarket industry, you will be well compensated to be part of our all star team.

The successful applicant will be customer service oriented and be able to provide exceptional customer service to our business and end user customers. The applicant should have a thorough knowledge of automotive parts and the aftermarket industry.

Opportunity For Advancement

We are a quick growing company that allows for many internal opportunities for advancement. Sales rep career path may include the following: Wholesale Sales Rep, Sales Supervisor, Sales Manager, Marketing.

Job responsibilities - *This position includes but not limited to:*

- Present and sell company products and services to current and potential clients.
- Identify and resolve client concerns.
- Develop and maintain sales materials and current product knowledge.
- Ensure high quality customer satisfaction and retention.
- Develop new business with assigned account base.
- Manage account services through quality checks and other follow-up.
- Establish and maintain current client and potential client relationships.
- Plan and manage assigned accounts to maximize potential.
- Prepare and present corporate business proposals and executive presentations.

- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Develop and implement special sales activities to reduce stock.
- Handle customer service related tasks and requests.
- Other duties as assigned.

Additional responsibilities

- Participate in marketing events such as seminars, trade shows, and other events.
- Assist with on-the-job training to new sales employees.

Knowledge and Skill Requirements

- Thorough automotive parts knowledge and understanding.
- Display a clear understanding of excellent customer service etiquette.
- Exhibits seasoned common sense and good judgement.
- High degree of initiative with a strong desire to be on the front line.
- Strong organization, time management, and documentation skills
- Must be proactive, self-motivated, and able to work in team environment.
- Be articulate both over the phone and in person.
- Ability to rapidly learn and adapt to changing technology and tools.
- Excellent written and verbal skills.
- Bachelor's degree in related field or relevant work experience.

Working Conditions

- Working conditions are normal for an office environment. Work may require local travel and may require occasional overnight travel and weekend and/or evening work.

We offer a lively and unique atmosphere, generous employee discounts, competitive salaries and the opportunity to demonstrate your skills and abilities. If you like dealing with people and developing strong partnerships with our customers, we want to hear from you.

Please email a *cover letter, resume with salary history, and references to careers@frsport.com.*
Please, no phone calls or walk-ins.