



Sales Representative – Louisiana

Career Opportunity

Garaventa Lift has a long-standing reputation as a world-class manufacturer specializing in LU/LA elevators, home elevators and platform wheelchair lifts. Our passion is in creating an accessible world by developing and distributing products which promote barrier-free access for all!

Your contact person
Gurbinder Chahal

Email
gurbinder.chahal@garaventalift.com

Currently, we are seeking a full-time technical sales professional in Louisiana to expand our sales team and help further our market share.

Position Summary

We are looking to hire a Technical Sales Rep for Louisiana who has a proven record of market-winning strategies. This includes developing relationships with key architects and specifiers of our products. As elevators and lifts are a mechanical product, we are looking for an individual who has experience in technical sales and can work through the entire design process with potential customers. Initially, this position will also require assisting in installation of products in order to gain familiarity with the planning and execution of proper install techniques.

The role also requires working closely with our Project Management Team to ensure projects go smoothly from specification to installation. This role will report to the Branch Manager.

Qualifications:

- 5 Years technical sales experience
- Prior knowledge of the elevator/lift industry will be an added advantage but not required with proven sales track record
- Bachelor's Degree
- Experience in the construction industry
- Ability to read and understand architect plans and specifications
- Experience with contract negotiations.
- Eager to develop new business
- Excellent communication and organizational skills
- Self-starter, willing to work independently
- Computer competency (Microsoft Excel, ERP Software, etc.)
- Travel within assigned territory with occasional overnight travel
- Valid driver's license required

Responsibilities:

- Sales of elevators and lifts for commercial construction and single-family homes
- Generation and management of leads, opportunities, orders, and contracts to meet sales budgets
- Meet and educate architects, contractors and homeowners about elevators and lifts





- Develop and maintain relationships with new and existing customers
- Create and present accurate estimates and proposals
- Participate at trade shows and events
- Assist in installs in order to learn proper procedures, from estimate through project completion

We Offer:

- Base Salary, plus sales-based commission
- Medical & Dental Benefits
- 401K

Interested Candidates should respond by emailing a resume to:
Gurbinder Chahal – gurbinder.chahal@garaventlift.com