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# Workwell Industries

## Sales Representative

Louisville, Kentucky • Full-time

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### About the Job

Workwell Industries is a strong nonprofit community-based organization in Louisville KY. We provide quality packaging, parts assembly as well as various other services to many large organizations in the US and Worldwide. By choosing to outsource these services to Workwell, companies routinely reduce overhead & save on the cost of a project. We also have been granted a Foreign Trade Zone through the Riverport Authority that is monitored by US Customs.

#### Job Description:

Are you an individual who would like to see your sales efforts help promote community growth and development? At Workwell Industries, you will have that opportunity. We also understand that the key to growth is in hiring a high-performing salesperson therefore, we are looking for a results-driven Sales Representative with excellent interpersonal skills to actively seek out and engage customer prospects. You should be a quick learner with strong communication skills and have the ability to showcase our offerings in a compelling way. Every potential customer is an opportunity for you to boost top-line revenue growth, customer acquisition levels, and profitability.

#### Objectives of this Role:

- Clearly communicate sales and KPI goals and report results daily.
- Make calls to establish relationships and build your book of business from the ground up.

- Manage and maintain a pipeline of interested prospects and engage sales executives for next steps.

**Daily and Monthly Responsibilities:**

- Generate strategic and innovative ideas in order to drive new business development.
- Drive more revenue and business from an existing customer base.
- Establish long-lasting relationships with customers in order to maintain high customer retention and satisfaction.
- Aggressively expand Workwell's business opportunities outside of distillery & spirits industries.
- Penetrate and establish additional partnerships with large profit organizations.
- Communicate to the executive team on key sales opportunities, risks, and needs.
- Report to CEO/President with weekly, monthly, and quarterly results.

**Required Skills and Qualifications:**

- Bachelor's degree or at least 5 years of relevant work experience.
- Minimal 5 years of direct sales experience, with a history of exceeding lead targets.
- Effective communication skills - written, verbal, and nonverbal.
- Proven creative problem-solving approach and strong analytical skills.
- Strong desire and ability to promote Workwell's Mission and serve in the community.

**Preferred Qualifications:**

- Proficiency with SalesForce or other CRM software.
- Warehousing, Manufacturing, and/or Fulfillment sales experience.

**Compensation:**

- Base salary + Commission with earning potential of 120K+ possible.

**Benefits:**

- Work from office and home environments.
- Holiday Pay.
- Medical/dental/vision/disability coverage.
- Paid phone expense.

**Schedule:**

- Monday through Friday.

*Workwell Industries Inc. is an equal opportunity employer and does not discriminate against any employee or applicant for employment based on race, color, religion, national origin, age, gender, sex, ancestry, citizenship status, mental or physical disability, genetic information, sexual orientation, veteran status, or military status.*

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