

## **Outside Sales Position**

Traffic Control Corporation (TCC) was founded in 1946 as a distributor of traffic signal equipment and is firmly established as the local expert on traffic control matters in the Midwest. Today, Traffic Control Corporation has a territory that includes eleven states throughout the Midwest. We are one of the largest distributors in the United States offering traffic management products and solutions from over 40 different manufacturers.

Always staying ahead of the curve on advancing technology and changing traffic management needs has allowed Traffic Control Corporation to serve the region over the last 70 years. The success of Traffic Control Corporation is predicated on our knowledge, experience and, most of all, attentiveness to our markets and our clients.

TCC is currently seeking an *Outside Sales Position*.

Experience a high-energy, fast-paced work environment that's both competitive and rewarding. Learn about our industry and soar with the support of great coaches and manufacturers.

### **POSITION RESPONSIBILITIES**

- Actively manage and grow a dedicated sales territory that includes a large, pre-existing customer base.
- Promote and sell traffic management products, solutions, and service to State, County & Local D.O.T.'s
- Prospect and develop new, exciting business relationships and opportunities.
- Deliver exceptional customer service.

### **MINIMUM REQUIREMENTS**

- Ability to identify, qualify and close new business.
- Prior experience in a territory management a plus.
- Strong technical aptitude.
- Excellent communication, problem-solving and presentation skills are a must.

### **BENEFITS**

- Competitive base salary, bonus program.
- Internet, cell phone and car allowance.
- Complete insurance coverage – medical, dental, vision, life.
- 401(k) with company match.
- Tuition reimbursement.