**Account Representative**

**Quality Automated Equipment & Services (Quality AES)**
**Location:** Paola, KS
**Job Type:** Full-Time
**Posted:** March 18, 2025

**About Us:**

At Quality Automotive Equipment & Service, we pride ourselves on providing top-tier automotive equipment and service solutions to our clients. As a family-owned business with a strong commitment to quality, relationships, and growth, we’ve built a reputation as a trusted partner in the automotive industry. Join a team that values your skills and offers opportunities for professional development in a collaborative environment.

**Job Overview:**

We’re seeking a motivated, self-driven, and dynamic **Account Representative** to join Quality AES and drive growth in automotive equipment and service sales. This includes equipment such as alignment machines, alignment lifts, 2-post lifts, 4-post lifts, in-ground lifts, tire changers, wheel balancers, brake lathes, air compressors, and more. In this role, you’ll connect with clients, promote our high-quality products and maintenance offerings, and build lasting relationships while managing and growing key accounts to ensure customer satisfaction and loyalty. If you’re a persuasive salesperson passionate about exceeding targets and skilled in account management, this opportunity is for you!

**Responsibilities:**

* Identify and pursue new business opportunities by prospecting leads through calls, emails, and networking.
* Promote and sell Quality AES automotive equipment and service contracts to clients.
* Understand customer needs and recommend the right equipment and service solutions to meet their goals.
* Build strong, trust-based relationships with clients to ensure repeat business, referrals, and long-term account retention.
* Meet or exceed monthly and quarterly sales quotas through proactive pipeline and account management.
* Maintain accurate records of sales activities, customer interactions, and account updates in our account management system.
* Collaborate with clients to assess ongoing needs, upsell relevant products or services, and ensure account satisfaction.
* Stay up to date on our product offerings and industry trends to sharpen your sales and account management approach.
* Represent Quality AES at trade shows, site visits, and customer meetings as required to strengthen account relationships.

**Qualifications:**

* Education: High school diploma required; associate or bachelor’s degree in business, sales, or a related field is a plus.
* Experience: 1-3 years of sales experience, preferably in automotive or related equipment sales, automotive industry services, or a related field, with a proven track record in account management.

**Skills**

* Excellent communication, negotiation, and closing skills.
* Ability to learn and explain automotive equipment features and service benefits to customers.
* Strong account management skills, including relationship-building, client retention, and upselling.
* Proficiency with basic computer skills, Google/Microsoft Office Suite, and account management software or CRMs.
* Results-oriented with a history of meeting or exceeding sales targets and growing client accounts.
* Valid driver’s license.

**What We Offer:**

* Competitive base salary with uncapped commission potential.
* Comprehensive benefits (health, dental, vision, 401k, etc.).
* Company vehicle and fuel expenses.
* Opportunities for training and professional growth.
* A supportive team environment focused on quality and customer satisfaction.

**How to Apply:** Email your resume and cover letter to ashley@qualityaes.com.

**Quality AES is an equal opportunity employer. We value diversity and strive to create an inclusive workplace for all.**