



## **Sales Associate, Adaptive Cycles**

### **Company Description**

Bike-On.com, Inc. was founded in 1999 and specializes in selling handcycles, recumbents, wheelchairs and adaptive cycles and equipment globally. Our top focus is creating meaningful change for individuals through our brands of trusted equipment that gets people to Bike-On and stay active regardless of physical or cognitive abilities.

### **Culture**

We are a small and nimble team who prides themselves on offering excellent customer service to our customers and clients through in-person and online sales. We are laser-focused on our customers, and passionate about inspiring people to imagine the possibilities of mobility and being actively engaged in sports and recreation. We value team members who believe in the work we do, and take personal initiative in making their value to the team effort known and integral to the success of the business. Team members who anticipate what needs to be done, who figure things out to make them happen; but who are also willing to ask for help, to assist others and work together.

### **Position Description**

Bike-On is looking for a new or established sales professional who is ready to advance their sales career with a global organization. At Bike-On you can “work hard, play hard” and truly make an impact! As a Bike-On Sales Associate, you will be responsible for accelerating sales growth for our brands and furthering our mission of getting more people to Bike-On. If you’re driven, smart, and someone who figures things out, this is a fantastic opportunity to advance your career in sales! If you also want to market innovative, versatile and impressive products that are industry leaders, then you might just have what it takes to be a part of Bike-On. This role is based in Warwick, RI and is not a remote position.

### **Essential Qualifications**

- A passion for helping people of all abilities
- Self learner who seeks out knowledge and stays up to date on our brand and product knowledges
- Provide clear recommendations for riders based on their ability level and ensure they are in the right bike
- Able to manage a full and complete sales cycle from initial contact to delivery and setup up. This also includes continuous follow ups to create a strong client relationship
- Maintain CRM up to date and keep contacts, appointments, and delivery dates organized and in order using the tools available to their maximum potential
- A minimum of 1 year of sales and customer service experience within a consumer goods organization or relevant industry experience
- Demonstrated ability to locate sales leads within target customers groups via independent research and phone solicitation skills.
- An extroverted, customer-focused approach
- Demonstrated skills to self-motivate, independently prioritize work and manage time
- Ability to meticulously keep documentation/records within sales support tools
- Ability to work in a shop environment and assemble bikes during down time/off season
- Willing to train less experienced but motivated candidates with a can-do attitude!

### **Additional Details**

- Job-Type: Full Time or Part Time
- Compensation: Hourly Base + Commission
- Education: High School Diploma required
- Benefits: dealer price on equipment, parts + accessories