

American Oxygen – Sales Representative

Overview

Develop and maintain strong relationships with both B2B and B2C clients. This role blends inside sales performance with occasional on-site client visits to expand brand visibility and ensure superior customer service.

Responsibilities

- Manage incoming leads and conduct outreach to new potential customers.
- Present products, prepare quotes, and close sales through phone, email, and in-person visits.
- Maintain client relationships, handle inquiries, and follow up on opportunities.
- Coordinate with the operations and logistics team to ensure timely deliveries.
- Maintain accurate sales records and pipeline reports using CRM tools.
- Represent American Oxygen professionally in all client interactions.

Requirements

- Bilingual English/Spanish required.
- 2+ years of sales or customer service experience, preferably in industrial, medical, or related products.
- Strong communication and negotiation skills.
- Self-motivated, goal-driven, and adaptable to flexible work setups.
- Familiarity with CRM systems and Google Workspace tools.

Preferred Qualifications

- Background in gas, oxygen, or industrial supply sales.
- Proven record of achieving sales targets.

Benefits

- Market-rate salary + up to 5% commission
- Flexible work arrangement
- Paid vacation

How to Apply

Submit your résumé and cover letter to careers@american-oxygen.com with the subject line 'Sales Representative – [Your Name]'.