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## **Military Sales Representative**

Massif is seeking a Military Sales Representative to drive sales of the Company's apparel products in support of the Company's vision, strategies, and goals. The location of this position is to be determined (Massif's headquarters in Ashland, Oregon or another strategic location within the U.S.)

### **SKILLS & QUALIFICATIONS:**

- \*Minimum 5 years' sales experience, including 3 years' sales experience in military/government channels, preferably in area of high performance apparel
- \*Comprehensive understanding of the military/government procurement process
- \*Experience in selling to the U.S. Navy and/or National Guard preferred
- \*Exceptional history of consistently meeting or exceeding planned sales and profit objectives
- \*Self-motivated, professional, diplomatic, with strong interpersonal skills
- \*Excellent communication skills, both verbal and written, including strong presentation skills
- \*Strong organizational and time-management skills
- \*Flexibility and the ability to work under pressure to meet deadlines
- \*Domestic travel (50%+) required

Please email cover letter, resume, three business references, and five-year salary history in Word format to [jobs@massif.com](mailto:jobs@massif.com).

Located in the beautiful resort town of Ashland in southern Oregon, Massif is a leading company in the high-tech outdoor clothing industry, producing cutting-edge flame-resistant outdoor clothing and fabrics for military, law enforcement, flight operations, and wildland fire-fighting applications. Our company is casual, fast-paced and high-energy and offers competitive wages and benefits.

Massif is an equal opportunity/affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity, marital status, disability, veteran status, genetic characteristics, or any other characteristic protected by law.