

**Job Title:** Sales Representative - IHC Suspension

**Location:** 3824 N Abram Rd Palmview Tx 78574

**Job Type:** Full-time

**Salary:** Salary + Commission + Bonus

**Shift:** M-F 8am – 6pm

### **About Us:**

IHC Suspension is an aftermarket suspension company that manufactures lowering kits for domestic pickup trucks. We manufacture, sell, and distribute all IHC products in Palmview Tx. We pride ourselves on delivering exceptional service and high-quality products to our customers. Join our team and contribute to a fast-paced, collaborative environment where your efforts make a difference

### **Job Description:**

IHC Suspension is looking for a motivated and results-driven Sales Representative to join our team. As a leader in the automotive suspension industry, we specialize in high-performance lowering kits and suspension solutions. The ideal candidate will have a passion for the automotive aftermarket industry, strong sales skills, and the ability to build lasting relationships with customers.

### **Responsibilities:**

- Identify and pursue new business opportunities within the automotive aftermarket industry.
- Develop and maintain strong relationships with distributors, retailers, and customers.
- Present and promote IHC Suspension products to potential clients.
- Achieve and exceed sales targets and performance goals.
- Provide technical knowledge and guidance to customers regarding suspension solutions.
- Negotiate contracts, pricing, and promotions effectively.
- Stay informed on industry trends, competitor offerings, and new product developments.
- Maintain accurate records of sales activities and customer interactions on CRM software.

### **Requirements:**

- Proven experience in sales, preferably in the automotive aftermarket or suspension industry.
- Strong communication, negotiation, and interpersonal skills.
- Self-motivated with a results-driven approach.
- Ability to work independently and as part of a team.
- Proficiency in CRM software.
- Passion for the automotive industry and knowledge of suspension products.
- Valid driver's license and ability to travel as needed.

### **Why Join Us?**

- Competitive pay
- Vacation time
- Opportunities for growth and advancement.
- Friendly and supportive work environment.
- Paid holidays
- Travel opportunities to top industry trade shows
- Network with industry leaders and innovators

**How to Apply:**

Interested candidates, please submit your resume and a brief cover letter to [careers@ihcsuspension.com](mailto:careers@ihcsuspension.com) or apply online at [www.ihcsuspension.com/careers/](http://www.ihcsuspension.com/careers/)

IHC Suspension is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees

