



CSX LLC. -- 1600 Duke Street, Alexandria, VA 22314

Post Date: October 27, 2008

**Title: Sales Consultant**

City: Alexandria

State: VA

Company Description: CSX LLC. is an independently operated subsidiary of NACS (National Association of Convenience Stores). CSX is the largest online financial benchmarking application for the convenience and petroleum retailing industry. CSX provides meaningful insights regarding operational and financial performance in the convenience store industry based on monthly P&L and operational data collected from 130+ convenience store chains operating 6,000+ stores across the USA. The interactive business intelligence tool allows both retailer and supplier subscribers to proactively respond to the rapidly changing trends in the marketplace by benchmarking their operations with national or regional averages or with industry's top performing operators.

CSX provides a challenging environment focused on creating and delivering world class service and customer value. We are looking for self starting, talented, professional individual who is interested in being part of a growing organization.

**Sales Consultant – Scope of the Job:**

The Sales Consultant position is responsible for selling CSX services to the Convenience and Petroleum retailing industry as well as to major manufactures, suppliers, banks and consultants who provide products and services to the convenience industry. **The Sales Consultant will be responsible for the entire CSX sales cycle** -- develop prospects, follow-up on sales leads, deliver product demos, and then close the sales. This person will also provide consultation and training to existing CSX clients and will work very closely with CSX Quality Assurance Manager and IT Developers to provide seamless support and excellent customer service to CSX clients. He or she will also work very closely with NACS Industry Analytics, Research, Membership Services and Accounting teams to uncover opportunities and develop strategies and tactics to grow the business. He or she will report to NACS VP of Industry Analytics.

**Responsibilities include:**

- Proactively uncover sales leads
- Effectively deliver sales presentations and analysis – workshops, face to face and webinars
- Deliver consultancy regarding CSX application's value-proposition and functionality
- Run custom reports for presentations
- Provide training and support to existing CSX customers
- Attend relevant industry events to promote CSX and build relationships and contacts
- Provide QA Manager second line of support for any data related issues that occur
- Provide input to IT regarding product enhancements based on customer feedback
- Work closely with NACS staff as it relates to selling, analyzing, processing sales contracts and invoices, etc.

**Qualifications/Requirements:**

- Prefer a Bachelors Degree in Business, Accounting, Marketing, Economics, Finance or Computer Science or related field. MBA a plus.
- Three to five year's experience. Experience in Retail or a major CPG Company a plus.
- Strong computer and analytical skills: proficient in Microsoft Office Suite -- Excel, Word, PowerPoint, Outlook
- Ability to work on multiple projects simultaneously for different clients, requiring travel
- Interested and/or experienced in retail business
- Strong organizational and communication skills - both written and verbal
- Strong problem definition and problem solving skills
- An entrepreneurial spirit

The ideal candidate will be an outgoing team player who thrives in a fast moving, multi-tasking, ever changing business environment. He or she will demonstrate hunger and drive to grow business. In return, CSX offers a wide range of benefits including: competitive salary, and attractive "pay for performance" bonus program, benefits, and simple IRA with company match. The position will be located in Alexandria, Virginia in the NACS office, although there will be flexibility for the right candidate to work remotely.

Visit our web site: [www.csxllc.com](http://www.csxllc.com) to find out more about CSX.

To find out more or to apply for the position, please email Neerja Kathuria at [nkathuria@nacsonline.com](mailto:nkathuria@nacsonline.com).

CSX LLC. provides equal employment opportunities to all employees and applicants for employment