



1520 Ardmore Ave.
Itasca, IL 60143
Ph: 800.447.4230

Position: Outside Sales Representative

Reports to: Branch Manager

Summary

The Outside Sales Representative is responsible for business development, intensely penetrating markets in designated regions and properly promoting and selling the company's products and services while maintaining long-term relationships with existing customer base and establishing potential opportunities.

Duties and Responsibilities

- Develop long-term relationships through regular contact with customers to manage and interpret their requirements and keep them up to date on product line changes and modifications.
- Penetrate new customer accounts to drive growth and profitability.
- Provide pre-sales assistance, product education, and first level post-sales support to provide solutions to customers' concerns or problems.
- Support sales & marketing activities by attending trade shows, conferences and other marketing events if necessary.
- Maintain and update customer accounts in Management Database (Tiger Paw Pursuit).
- Follow-up on qualified leads and referrals and all sales activity through telephone, written and personal contact.
- Become a trusted advisor to the customer and participate in customer's strategic planning.
- Travel to customer locations as required, presenting company products, services and pricing information in a professional manner.
- Develop and maintain information on competitive position, monitor competitor product developments and make recommendations to improve company's competitive position.
- Monitor market and industry projects to identify market opportunities, to improve company position and provide efficient customer service.
- Prepare and provide customer demonstrations and user training to introduce new product releases.
- Prepare and submit call reports and expense reports in a timely manner.
- All other duties as required.

Knowledge, Skills and Abilities

- Strong knowledge of industry: strengths and weakness of sales channels and customers
- Self-motivated and able to work independently
- Sound business judgment and complex problem-solving capabilities
- Organization skills, experience prioritizing and managing multiple tasks / issues simultaneously
- Able to work in fast-paced, self-directed environment.
- Strong product knowledge as well as customer knowledge
- Excellent verbal and written communication skills.
- Excellent Relationship Management skills.

Education and Qualifications

- Bachelor's degree in business, marketing, or related training and experience
- 3-5 years of successful sales experience, preferably in the manufacturing industry or distribution of valves, pipes, or fittings.
- If the above industry experience is not available, experience in an industrial distribution environment will be considered.
- Product knowledge is a plus
- Valid driver's license

Regional Areas of Travel:

Michigan, Western Ohio, Indiana, Wisconsin, Illinois, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska and Kansas.