

Sales Representative

Excel Glass and Granite - Jeannette, PA

Seeking a team player who will work independently to grow sales and profits targeting kitchen and bath designers and owners, builders, architects, general contractors and millworkers. This candidate should have substantial sales experience. The territory targeted will be the Tri-State area.

Skills / Qualifications:

Valid driver's license
Ability to reach agreed upon sales targets
Social media savvy.
Proficient in Excel, Word, Outlook and report generation
Be self-motivated and target driven
Previous experience in sales or related fields.
Ability to build relationships with clients
Strong negotiation and selling skills
Strong verbal and written communication skills
Prioritizing, time management and organizational skills
Detail oriented
Strong math skills
Ability to determine solutions for customers
Results-oriented

Requirements:

Visits builders, architects, designers, kitchen dealers for the purpose of promoting the products.
Accurately maintain customer database, generate sales reports, set targets, track sales and report accomplishments.
Supply reports on customer needs, problems and competitive activities.
Analyze various sales reports to identify potential with current and potential new customers and set targets.
Attend trade shows, conventions and other onside seminars.
Follow up with all leads.
Assist in coordinating marketing and outreach efforts to prospects.
Develop and maintain positive/productive relationships with existing customers to ensure future sales.
Assist customers by providing knowledge and training to their store/company personnel to ensure personnel can present products and negotiate well with consumers.
Manage displays, samples, and selling tools for customer availability.
Understand our products and increase brand awareness.
Utilize all marketing tools such as catalogs, brochures and vendor collateral to broaden reach in territory and promote products.
Punctuality and good conduct.
Provide quality customer support.
Investigate and resolve customer claims/problems.
Achieve or exceed all established sales goals monthly, quarterly, and annually.
Provide feedback and scheduled reports to management as indicated.

Benefits:

Base Salary Experience commensurate.
Vehicle stipend, Company issued cell phone and laptop.
Full benefits package includes Medical, Dental, Vision, PTO, 401(k) with company match.