

## Territory Sales Representative – Georgia & South Carolina

Norman International Inc.

\$70,000 - \$80,000 per year - Full-time

---

### Job details

Pay

\$70,000 - \$80,000 per year

Job type

Full-time

---

### Location

Atlanta, GA

Remote (Within Location)

---

### Benefits

- 401(k)
  - 401(k) matching
  - Dental insurance
  - Health insurance
  - Health Savings Account
  - Life insurance
  - Mileage reimbursement
  - Paid time off
  - Vision insurance
- 

### Full job description

#### About Us:

With more than 50 years of unwavering passion for quality, Norman Window Fashions is among the world's largest and well-respected manufacturers of window coverings. Our long-standing commitment to quality and craftsmanship have made us the number one choice for homeowners who demand only the best.

We are growing and we are seeking an energetic & enthusiastic Territory Sales Representative to rapidly increase sales with new and existing customers within Georgia and South Carolina. We offer competitive base pay with lucrative opportunities.

#### Responsibilities:

- Successful candidate must be able to produce results and meet sales goals.
- Keeping and maintaining sales pipelines using Salesforce to successfully open new accounts.
- Roll out new product and pricing programs.

- Build & maintain existing and potential customer relationships.
- Keeping customers up to date with information as it relates to their orders, price and product changes.

**Requirements:**

- Must be willing to be in the field 3-4 days a week minimum.
- Must have Outside Sales Experience with strong closing skills.
- Self-starter and able to manage their time between opening accounts, maintaining existing accounts, reports, and emails.
- Knowledge and background in window coverings industry or related home furnishings industry a plus!
- Have sound analytical and business skills.
- Willing to travel, overnight when required.
- Ability to work independently as well as in a team environment.

**Other Requirements:**

- Must have a valid driver's license, reliable automobile, current auto insurance.

*Norman is an equal opportunity employer of all qualified individuals; including minorities, women, veterans, and individuals with disabilities, and regardless of sexual orientation or gender identity. Norman will consider for employment qualified applicants with criminal histories in a manner consistent with all federal, state, and local ordinances.*

**Compensation:**

- Competitive Salary
- Supplemental Pay:
  - Commissions
  - Yearly bonus
- Travel expense reimbursement
- Benefits (Medical, Dental, Vision, Life, Short-Term and Long-Term Disability, etc.)
- Paid-Time-Off, Paid Holidays
- 401K with company match after 1 year of employment

---

**Apply Now**