

Territory Sales Representative

Norman International Inc.

\$80k - \$80k / year

Job details

Pay	Job type
\$80k - \$80k / year	Full-time

Location

Richmond, VA	On the road
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Job Description

With more than 50 years of unwavering passion for quality, Norman International, Inc. 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 the Sacramento area. 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, over night 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

Compensation:

- Competitive salary
- Supplemental pay
- Commission pay • Yearly bonus
- Travel expense reimbursement
- Benefits (Medical, Dental, Vision, Life, Long Term and Short-Term Disability Insurance, Paid-Time-Off, Paid Holidays, Pet Insurance, etc.)
- 401K with company match

Benefits:

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| • 401(k) | • Life insurance |
| • 401(k) matching | • Mileage reimbursement |
| • Dental insurance | • Paid time off |
| • Health insurance | • Vision insurance |
| • Health insurance | |

Compensation package:

- Bonus opportunities
- Commission pay

License/Certification:

- Driver's License (Required)

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.

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