NORMAN®

Field Sales Representative - Allentown, PA

Norman International Inc.
$50,000 – $53,000 / year

Job details

Pay	Job type
$50,000 – $53,000 / year	Full-time

Location

Allentown, PA

Role Summary

The Field Service Representative is the face of our business in the retail world. You will interact with associates and leaders in our partnership retail stores on a daily basis, sharing sales techniques, key product features and sales data. This role is about building relationships and providing value to those that service consumers' needs through our products. You will be required to provide services that range from performing product sample installations, trouble-shooting and cleaning / maintaining display appearance in stores as well as providing excellent customer service.

Responsibilities:

- Clear understanding of our products: window blinds, shades and shutters
- Ability to retain product information and efficiently communicate to store associates
- Conduct group Product Knowledge (PK) training on our products
- Installing in-store signage on product displays and maintaining appearance by dusting/cleaning area, maintaining marketing materials
- Travel to customer store locations as required and maintain a consistent call cycle with assigned store territory; Must be willing to drive to several store locations per day
- Log store activities in Salesforce app; cell phone, laptop and reimbursement on mileage will be provided
- Ensure excellent customer satisfaction by demonstrating commitment to resolving customer problems and delivering quality services
- Responsible for care of all company property such as company cellphone, computer, tools and test equipment

Requirements:

- Experience in retail sales and/or service to department stores/mass merchants/home centers/DIY stores is a PLUS but not required. We will provide training for qualified individuals
- Effective communication, presentation, time management and interpersonal skills
- Experience using Microsoft Office and Salesforce are a plus
- Able to work independently and with minimal supervision

- Willing to travel (mileage and other travel expense will be reimbursed)
- Able to work flexible hours, including evenings and weekends
- Have valid driver’s license and dependable vehicle
- Able to lift about 15 to 20 lbs.

Benefits:

- 401(k)
- 401(k) matching
- Dental / Vision insurance
- Health insurance
- On-the-job training
- Paid time off

Shift:

- Day shift

Weekly day range:

- Monday to Friday
- Rotating weekends

License/Certification:

- Driver's License (Required)

Work Location: On the road

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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