



Territory Sales Representative - Boise, ID

Norman International Inc.

\$70K+ / year

Job details

Pay	Job type
\$70K+ / year	Full-time

Location	Work Location
Boise, ID	On the road

Job Description

With more than 50 years of unwavering passion for quality, Norman International, Inc. is among the world's largest and most 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 Boise, ID 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.
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Benefits:

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

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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