NORMAN®

Territory Sales Representative - Alabama

Norman International Inc.
$70K / year

Job details

Pay	Job type
$70K / year	Full-time

Location

Mobile, AL

Job Description

With more than 50 years of unwavering passion for quality, Norman Window Fashions 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 Alabama, Mississippi, and Louisiana **.** We offer competitive base pay with lucrative opportunities.

** This role includes the opportunity to earn commission in addition to base salary, with earnings tied to your individual sales performance.**

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.
- Travel as required throughout the assigned sales territory, including customer locations, office settings, and industrial environments.
- Other duties as required

Requirements:

- Must be willing to be in the field 3-4 days a week minimum with overnight travel as needed.
- 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.
- Ability to work independently as well as in a team environment.
- Able to drive, walk, stand, sit, speak, hear, and able to lift up to 30 pounds on a regular basis.

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
- Eligible for Benefits (Medical, Dental, Vision, Life, Long Term and Short-Term Disability Insurance, Paid-Time-Off, Paid Holidays, Pet Insurance, etc.)
- 401K with Company match after 1 year of employment

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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