



Territory Sales Representative - Prospecting - Northwest US

Norman International Inc.

\$90K / year

Job details

Pay	Job type
\$90K / year	Full-time

Location

Seattle, WA

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 focus solely on prospecting and opening new customers to rapidly increase sales within an assigned territory. 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.
- Identify potential customers and successfully open new accounts.
- Maintain sales pipelines using Salesforce.
- Roll out new product and pricing programs.
- Update customers with information related to their orders, price and product changes.

Requirements:

- Must be able to work on-site in our showroom 5 days a week.
- Must have Outside Sales Experience with strong closing skills.
- Self-starter and able to manage time between opening / maintaining accounts, reports, and emails.
- Knowledge and background in window coverings industry is a plus but not necessary.
- Have sound analytical and business skills.
- Work independently as well as in a team environment.
- Must be able to travel to other locations as needed.

Other Requirements:

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

- Competitive salary.
- Commission pay.
- 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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