



Account Representative

Norman International Inc.

\$60,000 / year

Job details

Pay
\$60,000 / year

Job type
Full-time

Location

Lewisville, TX

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 Account Representative to grow retailer accounts within the Dallas market. Based out of our Dallas Design Center showroom, this role is focused on enrolling retail accounts into Norman Experience training events and driving sales growth with new and existing customers.

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

Responsibilities:

- Enroll retail accounts into Norman Experience training events — this is the primary objective and key performance indicator of the role.
- Create and publish a monthly schedule of virtual Spotlight sessions to keep customers informed on sales opportunities, product updates, promotions, and events.
- Build and maintain existing and potential customer relationships, serving as their primary point of contact.
- Plan and conduct monthly field visits to support customer business growth, including multi-day and overnight trips as needed.
- Log all customer interactions, account history, and competitive intelligence in Salesforce.
- Track account sales potential by product and competitor, and review findings with your supervisor.
- Other duties as required.

Requirements:

- Must be willing to travel in the field up to 25% of the time, including overnight trips approximately once per month.

- Experience in account management, inside sales, or a showroom selling environment required.
- Self-starter with strong time management skills and the ability to manage a structured daily outreach cadence.
- Proficiency with Salesforce or a similar CRM.
- Strong verbal and written communication skills; comfortable presenting virtually and in person.
- Knowledge and background in window coverings or related home furnishings industry a plus!
- Ability to work independently as well as in a team environment.
- Must have a valid driver's license, reliable automobile, and current auto insurance.

Other Requirements:

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

Job Type:

- Full-time
- Pay: \$60,000.00 + commission

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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