



Territory Sales Representative - New and Inactive Accounts

Norman International Inc.

\$90,000 / year

Job details

Pay	Job type
\$90,000 / year	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 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:

- Proactively prospect and qualify independent retailers within the assigned territory that are not currently doing business with the company.
- Build and maintain a target account pipeline and lead each new account through onboarding — account setup, initial product training, and first-order support.
- Identify, invite, and enroll retail accounts into the Norman Experience training event.
- Create and publish a monthly schedule of virtual Spotlight sessions in advance, and enroll accounts.
- Conduct ongoing Spotlight sessions (approx. 30–60 minutes each).
- Keep customers informed on sales opportunities, product updates, upcoming promotions, events, and lead-time changes.
- Plan and schedule customer field visits in advance to support new customer business growth opportunities (multi-day/overnight trips required).
- Respond to customer needs quickly and accurately; route inquiries to Technical Service, Customer Service, or other departments as needed, while remaining the customer's primary point of contact.
- Log all customer interactions, touchpoints, and history in Salesforce.
- Track each account's sales potential by product and competitor, and capture competitive intelligence — buying sources by category, category volume, purchase rationale, business model, pricing changes, personnel changes, and product strengths or weaknesses — reviewing findings with your supervisor.

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 willing to travel in the field as needed, up to 75% of the time.

Other Requirements:

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

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: \$90,000.00 + 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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