



Distributor Service Inc.

WHOLESALE TO CABINET & WOODWORKING MANUFACTURERS

Sales Professional for the Building Materials Industry Wood Coatings and Paint Related Products

Distributor Service, Inc. A Wholesale Distributor of Specialty Building Products seeks a Sales Professional for an outside sales position/territory in Indianapolis, IN and surrounding areas. The Sales Professional Position requires a self-motivated individual with an interest in the wood coatings industry to call on Cabinet Makers and Millwork Shops offering wood coatings and related products.

Outside Sales experience is preferred, but training will be provided. Individual must have a valid driver's license, own a vehicle and live in or around the greater Indianapolis area. This is a full time salary position, plus commission with an excellent benefit package, mileage reimbursement and cell phone.

Would you like to join a family-owned and operated Company? DSI deeply believes in supporting our sales force, and being family-owned and operated allows us to focus on long-term goals that will benefit the business and our sales representatives.

Responsibilities of the position include:

- Cultivates and maintains relationships with current accounts
- Trouble shoots and resolves problems in shop and/ or over the phone
- Works an active target list and prospects for new business
- Obtains opportunities, performs on site demonstration to ensure proper product application
- Works closely with vendor reps, salesmen and sales manager to help drive business
- Support the local tint facility and personnel
- Meets or exceeds sales forecasts for the assigned region while ensuring appropriate profit margins are maintained

Qualifications Include:

- Experience in the paint and coatings field, spray equipment and/ or associated products sales (1-3 yrs.' exp)
- Associates degree in Business or related field; or equivalent experience
- Ability to work directly with customers and identify the decision maker to drive sales
- Good verbal communications and public speaking skills.
- Strong writing ability, analytical and persuasive skills, and ability to multi-task effectively
- Ability to manage multiple projects and execute time-sensitive and critical tasks
- Self-motivated with a positive and professional approach
- Excellent planning, organization and territory management skills
- Business acumen to understand priorities, think creatively and close sales

The position is a full-time position, Salary + Commission and offers an excellent benefit package to include Medical, Dental, Vision, Life and 401(k) Plan.