

Cabinet Sales Professional, Indianapolis, IN

Distributor Service, Inc. is an industrial distributor wholesaler of decorative hardwood plywood, hardwood lumber, thermally fused melamine, particleboard, medium density fiberboard, high pressure laminate, wood finishes and stains, solid surfaces, and other professional woodworking supplies. These products are distributed to cabinetmakers, millwork casework wood shops, Institutional Case Goods, architectural designers, and other professional woodworkers. DSI has an excellent opportunity for a Cabinet Sales Professional and for someone who wishes to grow within a dynamic, and growing organization.

Responsibilities & Duties

- Prospect and develop cabinet dealer accounts and maintain relationships with Cabinet Dealers serving a variety of customer segments
- Maintaining knowledge on current marketplace product information
- Maintains professional and technical knowledge
- Works closely with Sales Manager to establish and achieve sales and profitability goals
- Provide a high level of customer service, product training, and when required problem resolution

Qualifications:

- Bachelor's Degree in Business or related field; or equivalent related sales experience
- 1-3 yrs. Cabinet Industry related sales experience
- Fluent in the terms and vocabulary common to Kitchen Cabinet sales
- 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 execute time-sensitive and critical task
- Must have a valid driver's license

Preferred Qualifications:

- Self-motivated with a positive and professional approach
- Business acumen to understand priorities, think creatively and close sales
- Excellent planning, organization, and territory management skills

DSI Offers our Employees:

- Competitive Hourly Wage
- Commission
- Mileage Reimbursement
- Excellent Medical, Dental, and Vision Benefits
- Flexible Spending Savings Account
- Life Insurance both basic and voluntary
- 401K with Safe Harbor Match

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