

Outside Sales Professional – Full Line, 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 an Outside Sales Professional and for someone who wishes to grow within a dynamic, and growing organization.

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 Cleveland area. This is a full-time salary position, plus commission with an excellent benefit package, mileage reimbursement and cell phone.

Responsibilities & Duties

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Focuses sales efforts by studying existing and potential volume of customers and creating presentations
- Submits orders by referring to price lists and product literature
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

Qualifications:

- Bachelor's Degree in Business or related field; or equivalent related sales experience
- 1-3 yrs. in the wood Industry related sales experience
- Fluent in the terms and vocabulary
- 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