

Outside Sales Professional - Wood Coating and Paint, Pittsburgh, PA

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

Responsibilities & Duties

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

Qualifications:

- Associate degree in Business or related field; or equivalent related sales experience
- 1-3 yrs. Experience in the paint and coatings field, spray equipment and/ or associated product sales
- Ability to work directly with customers and identify the decision maker to drive sales
- Business acumen to understand priorities, think creatively and close sales
- Good verbal communications and public speaking skills
- Strong writing ability, analytical and persuasive skills, and ability to multi-task effectively
- Ability to execute and manage multiple time-sensitive projects 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