

Account Manager (Outside Sales)

Account Managers create sales opportunities while traveling within their protected geographic territory. Partner with customers to help them with their current needs while providing inventory solutions. Make daily face-to-face calls daily with Building/Facility Engineers, and Maintenance Professionals. We are looking for someone to maintain and grow current accounts while creating and developing new account sales- all within the protected geographic territory.

No sales experience necessary!

If you are a responsible, personable, self-motivated person, who strives to be the BEST, then we want to talk to you!

Duties/Responsibilities:

Effectively apply trained selling techniques.

Successfully prospect and develop new customer relationships.

Consistently maintain and increase sales within territory.

Effectively apply daily/weekly schedules to maximize your time in the field.

Organize and maintain customer account information with CRM and order entry.

Qualifications:

- **Positive Attitude** - You know everything doesn't always go your way, but you refuse to give up
- Great communicator and fantastic listener!
- Excellent problem solver and organizer.
- **Results driven-** Documented success in exceeding set sales goals or objections.
- **Territory Development Skills** - You can prospect effectively and turn prospects into customers.
- **Consistent Closer** - The phrase "bad month" doesn't exist for you.
- **Strong Work Ethic** – Self motivated
- **Time Management Skills-** Ability to use time in front of customers effectively.
- Highly innovative and proactive.
- **Adaptability-** Able to read people and adapt your personality and style accordingly.
- Legally able to work in the United States with a reliable car and driver's license (minimal amount of traffic infractions)
- College degree preferred
- Computer literate

What We Provide:

- **Thorough Industry/Field Training** - We are here to help you and we want you to succeed.
- **Competitive Compensation- No Cap on Income!**
- Car Allowance
- Medical, Dental, Vision Discount Program, and 401K
- **Qualified Appointments** - In time you will develop your own leads, but we help out...a lot!
- **Support** - We are a sales company and understand this isn't a "one-person-show".
- Technology -Makes your life easier! (Laptop, software, and cell phone provided)
- Free financial planning services
- Employer paid Life, AD&D, and Disability Insurance
- Free employee assistance program
- Discounted legal benefits
- Free wireless internet and phone service

About Best Plumbing Specialties, Inc.

For over 50 years Best Plumbing Specialties, Inc. has provided internal repair plumbing parts and maintenance items to locations nationwide. Best works with professionals in Correctional, Healthcare, Educational, Multi-Residential Housing, Government-Military, Hotel, and Commercial Real Estate Facilities. Best is a Family-Owned business with lots of character. Since being founded in 1962, Best Plumbing Specialties has grown to become one of the largest independently owned distributors of plumbing and MRO products in the country. Join a growing company and work for one of the highest trained sales teams in the industry!