



JOB ANNOUNCEMENT

POSTING DATE: NOVEMBER 30, 2017
JOB TITLE: DEALER SALES REPRESENTATIVE
TERRITORY: NW WASHINGTON/ PUGET SOUND REGION
REPORTS TO: DEALER SALES MANAGER
CLOSING DATE: JANUARY 31, 2018

POSITION SUMMARY

This position is responsible for promoting and selling company products through direct customer contacts at each dealer sales location. Plans and organizes work, schedules sales calls and submits reports of sales activities. Builds and maintains displays of Mutual's products at dealer locations and works closely with customer contacts in establishing and maintaining appropriate in-store inventory levels. Conducts product demonstrations, trains customer sales personnel and represents both Mutual and dealers at professional trade shows. Identifies prospective customers and compiles information on competitive products. This position involves lifting of up to 75 pounds on an irregular basis to set up displays, trade shows, meeting with customers to provide product samples, with limited regional travel as needed.

JOB REQUIREMENTS

The qualified candidate must have a minimum of two years previous sales experience, with a degree in Business or related study and industry experience preferred. Must have proven success in working with a wide variety of customers and an established track record of positive customer relations. This position requires strong computer skills with Microsoft Applications, Excel and Word, with familiarity with Oracle highly desired. The position requires an individual who is well organized, detail oriented, self-motivated and comfortable in leading small group training sessions. Previous work experience must emphasize a high level of customer service and excellent interpersonal skills with customers and co-workers.

APPLICATION PROCESS

All qualified candidates may forward a letter of interest, resume or application to Erin Seeley in Human Resources for consideration. Contact Erin at ESeeley@MutualMaterials.com with questions or for further application instructions.