

Outside Sales Representative

Company Information:

Randall Brothers Inc. serves the Metro Atlanta and surrounding communities with building materials and specialty items. We are currently expanding and considered by many to be the industry leader that is focused on growth while aligning with our customers in order to accommodate their future building materials needs throughout the Atlanta and surrounding Markets.

Job Description:

Due to this growth and standing, we rely on our knowledgeable and experienced sales force to drive business forward. Our company cannot survive without our successful sales team. We're seeking a qualified outside sales representatives to help us sell the products and services that our customers have grown to rely on. The sales representative will have a strong understanding of the sales process, excelling at generating leads, building relationships, and following up after the sale. The ideal candidate will be a quick learner with strong negotiating skills, and the ability to showcase our offerings in a compelling way. Often tasked with attending networking and other industry related events, it's essential that our sales representatives be personable and professional.

Compensation: Commensurate with experience

Schedule: 9-hour daytime shift (Dependent on customer volume)

Benefits Offered:

- Medical, dental and vision
- Long-term and short-term disability
- Life and AD&D insurance
- Matching 401K
- Vacation and personal time

Objectives of this role:

- Represent our company's products and services, starting with a deep and comprehensive understanding of the products and services we offer and then following up to ensure customer satisfaction
- Meet weekly, monthly, and annual sales quotas through the successful implementation of sales and marketing strategies and tactics
- Generate leads and build relationships while planning and organizing daily work schedule to call on existing or potential sales customers
- Develop and implement territory action plan through research and data analysis, and adjust sales techniques based on interactions and results in the field

Daily and Monthly Responsibilities:

- Maintain working relationships with existing customers to ensure exceptional service and identification of potential new sales opportunities
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and manage sales cycle to close new business in all product or service categories offered
- Possess in-depth product knowledge and be able to conduct demos and relay objection handling
- Achieve sales goals by assessing current client needs and following a defined selling process with potential buyers, often utilizing product demos and/or product and manufacturing representatives if applicable
- Coordinate with other sales reps to ensure company quotas and standards are being met, performing market research and regular competitor monitoring
- Coordinate all aspects of your business and customer interactions with your outside sales coordinators
- Resolve any issues that may arise with current or potential new customers

Skills and Qualifications:

- 3-5 years in sales within a building materials industry setting
- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Proficiency with sales management software and Microsoft Office
- Personal integrity
- Ability to travel continually to meet customer needs, visit job sites and attend networking events

Preferred Qualifications:

- High school graduate
- Proven success rate at levels above quotas
- Ability to balance persuasion with professionalism
- Strong organizational skills