



# National Wholesale Supply, Inc.

## Job Description – Outside Sales

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### Location

Durant, Oklahoma

### Job Summary

Develop new customer accounts and work with existing customers to increase sales. Responsible for profitably growing sales to achieve monthly and annual sales goals. Responsible for prospecting for new accounts while retaining existing accounts and increasing opportunities.

### Major Tasks, Responsibilities and Key Accountabilities

- Perform on-site customer visits with new and existing customers.
- Manages sales volume with existing group of customers and prospects to successfully expand customer base.
- Write and review sales bids for new business.
- Maintain existing and build new customer partnerships. Whereby; Developing and sustaining sales relationships with key decision makers and influencers on all levels of an organization.
- Work with customers, vendors, Credit, and A/R to quickly resolve customer service issues.
- Able to Identify customer product needs and coordinate quotation and delivery.

### Work Environment

- Requires intermittent periods during which continuous physical exertion is required, such as walking, standing, stooping, climbing, lifting and maneuvering material or equipment, which may be heavy.
- Typically in a comfortable environment, but with regular exposure to factors such as temperature extremes', moving machinery, loud noise, and fumes.
- May requires overnight travel.

### Qualifications

- 3+ Years experience in related industrial sales field
- Plumbing Sales Industry experience; Local Market Knowledge with a demonstrated sales success.
- Eclipse ERP software experience a plus.
- Knowledge of customer business needs.
- Knowledge of NWS product lines.
- Must be twenty one years of age
- Must pass the Drug Test
- Must pass the Background Check