

CAREER OPPORTUNITIES

Rouzer Group is an outsourced sales and marketing company representing only market-leading manufacturers in the electrical construction, and specialty tool & fastener industries. Rouzer Group is rapidly growing and looking to expand the Inside Sales Team. Winter 2019.

Position: Inside Sales Representative – Electrical/Utility Divisions

Location: Mounds View, MN

Industries: Electrical / Utility / Construction

Job Type: Full-time Employee

Salary: Commensurate with skills and experience

Job Description:

- Profitably sell electrical product and tools to targeted distributors to increase Rouzer Group's market share.
- Effectively communicate with management the status of sales, opportunities, and distributor partners' activity levels.
- Build relationships with distributors to understand their business model/ buying patterns and attempt to grow Rouzer Group's share of inventory spend.
- Work closely with spec group and account managers to obtain significant project business.
- Maximize profits of Rouzer Groups represented manufacturers.
- Maintain high awareness of the competitive environment, electrical market trends, and current price points.
- Represent Rouzer Group in a professional and ethical manner.

Requirements:

- Resourceful, and able to work with limited supervision.
- Ability to manage multiple tasks and deadlines.
- Excellent oral and written communication skills.
- Strong Microsoft Office Skills, especially Word and Excel.
- Proficient organizational skills, attention to detail and deadline orientation.
- Persistent, straightforward, and place emphasis on product value.
- Excellent interpersonal skills and an ability to work effectively with a team.
- Bachelor's degree or equivalent military/job experience.

Compensation:

- Starting Salary: Negotiated
- Annual Bonus Opportunity: Based on individual and company performance
- Profit Sharing: based on company performance
- 401(k)
 - \$1.00 for \$1.00 match up to 6% of pay
 - Employee contribution to IRS maximum
- Medical: 70% monthly premium company paid (single or family)
- Dental: 100% monthly premium paid
- Life & Long Term Disability: 100% company paid
- Health Saving Account
 - Annual company donation

ROUZER
GROUP

Interested in joining
our team? Forward
your resume to [Pete](mailto:Pete@rouzer.com).
Pete@rouzer.com

Learn more about
Rouzer Group.

