



F.W. WEBB COMPANY

Job Posting

Position Title: Outside Sales Representative – Industrial

Location: Albany, NY

Reports To: General Manager

Pay Range: \$65,000 - \$85,000 annually

Responsibilities:

- Develop and grow sales in the assigned territory with existing accounts as well as new accounts
- Prepare game plans for establishing new accounts and growing existing accounts.
- Identify barriers of opportunity.
- Call on customers on a regular basis.
- Partner with customers to help them develop and grow their business
- Maintain awareness of competitor activity.
- Work with inside sales and other branch personnel to meet customer needs.
- Complete required reporting such as scheduling, target accounts, call reports, expenses, etc.

Qualifications:

- Experience in Industrial Sales
- Must be self-directed and display strong initiative to complete goals
- Strong interpersonal and communication skills
- Ability to work independently
- Strong presentation skills
- Excellent follow through
- Must exhibit superior customer service
- Strong PC skills and working knowledge Word and Excel.