



F.W. WEBB COMPANY

## Job Posting

Position Title: Outside Sales Representative – LP Gas

Location: Allentown, PA

Reports To: General Manager

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

### Responsibilities:

- Lead Generation of new prospects and customers
- Appointment setting
- Formalizing quotations and bid follow -up
- Making product presentations as needed
- Getting key marketing materials to potential new customers
- Attending trade associations as needed to promote FW Webb and network with new customers
- Reporting back to corporate any new opportunities that require special attention
- Reporting back to corporate and major issues or market intel
- Good understanding of Accuterm, Focus, CRM
- Good understanding of the LP Gas Industry
- Ability to sell offer solutions, close new business
- Work with existing sales team, corporate staff to build strong sales initiatives that create results
- Exhibit at trade shows and association meetings
- Be able to build a multi-million-dollar account base from scratch with strong sales skills and closing/follow-up ability.

### Qualifications:

- Frequent travel required. Ability to travel between F.W. Webb's Lewiston ME & Hampden ME locations.
- Must be self-directed and display strong initiative to complete goals
- Strong interpersonal and communication skills
- Ability to work independently
- Strong presentation skills
- Customer-focused
- Excellent follow through

- Strong computer skills
- Ability to multi-task, and participate in solving technically challenging situations.
- Ability to develop and maintain long-term customer relationships
- Must exhibit superior customer service