



F.W. WEBB COMPANY

Job Posting

Position Title: Outside Sales Representative

Location: Williston, VT

Reports To: General Manager

Pay Range: \$70,000 - \$90,000 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:

- 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.

We are unable to sponsor employment visas now or in the future, and applicants must be authorized to work in the United States.