

Outside Sales Representative
Plymouth Location
1205 Nathan Lane North
Plymouth, MN 55441

Hedberg Supply is a leading residential distributor in the building material industry seeking a motivated sales representative for contractor, builder and architect sales. This individual should be motivated and can convey a superior standard of customer service. This fast paced position requires leadership, excellent organizational skills, multi-tasking, and computer skills combined with the ability to foster a team environment.

Job Specific Functions:

- Responsible to sell building material products to a certain group of customers.
- Maintains regular contact with customers, developing relationships, and visiting their offices and jobsites on a consistent basis
- Maintenance of existing customers with goals to increase their loyalty by providing value and improving customer experiences.
- Ability to find and develop new potential customers.
- Responsible for offsite and in store service to assist customers as needed.
- Communication and conflict management with customers regarding service issues and requests.
- Helps planning and participating in company education events, seminars and tradeshow representing the organization.
- Attends networking events and helps with staffing of promotional events with other businesses and individuals.
- Working consistently within a defined sales process.

Qualifications:

- College degree or equivalent industry experience preferred.
- Proven construction/building material success.
- Experience working with Builders and Architects.
- Strong skills in prospecting and ability to connect with new people.
- Experience in enabling market growth by utilizing marketing resources and improving the competence of the partner sales representatives.
- Relationship development and management experience.
- Strong computer skills (competent in MS Word, Excel and Outlook, Sales Tools).
- Strong organizational and verbal/written communication skills.
- Strong interpersonal/team building skills.
- A passion for the design and building industry.