



Tower Industries, Ltd.

Outside Sales - Massillon, Ohio

Essential Functions

Growing sales and developing new business through the thoughtful and consistent execution of a strategic sales plan. Understand and effectively communicate product characteristics and limitations Deliver exemplary customer service through fast and accurate communication and coordination with other departments to resolve inquiries.

Build and maintain lasting customer relationships by providing accurate, timely information and prompt, courteous service.

Key Areas of Responsibility

1. Develop new reseller customer accounts within assigned sales territory
2. Develop and grow existing reseller customer accounts within assigned territory through education, product training, cost savings, and other means.
3. Conduct all customer communications in a professional and courteous manner.
4. Other duties as deemed reasonable and necessary by the Company.

Minimum Qualifications

1. Exhibit an aura of trust and possess entrepreneurial qualities
2. Commitment to exemplary customer service
3. Lead the effort to drive necessary sales and changes to make product more successful in the marketplace
4. Enjoyment of the selling process
5. Visionary with supreme listening skills
6. Outgoing personality
7. Persistence
8. Self-motivated, driven to guide process of continuous customer discovery
9. Excellent verbal and written communication skills, both inside and outside the organization
10. Pleasant phone voice and demeanor
11. Aptitude for learning
12. Able to manage multiple tasks
13. Understanding of the team concept in a professional environment
14. Able to make decisions
15. Excellent organizational skills and attention to detail
16. Polished appearance, well-groomed

Position Qualifications Education

College degree preferred

Level of Experience: One year of successful sales experience preferred

Computer Skills: Microsoft Office Software to include Word, Excel, and Outlook Certifications/Licenses: None

Preferred Qualifications

General Knowledge of the Kitchen & Bath Industry

Experience and/or Education in Kitchen & Bath Design or General Interior Design.

For consideration, send resume to melodyb@sssnet.com.