

WE'RE HIRING



Outside Sales Representative

Responsibilities include, but not limited to:

- » Evaluate customer needs and building productive, long-lasting relationships
- » Develop new sales opportunities and close sales to achieve monthly sales quotas
- » Collaborate with both the Sales Manager and the President to review trends, products, and performance
- » Maintain strong product knowledge and availability
- » Resolving customer complaints by investigating problem and developing solutions with internal teams
- » Maintain customer records of daily call reports
- » Monthly schedule for the upcoming month
- » Quote reports with follow-ups
- » Open Order reports with follow-ups
- » Expense receipts to be handed in at the beginning of each month with expense form filled out
- » Delivery sheet form to be handed in at the beginning of each month

Location & Hours:

- » 211 Carter Drive, Suite B, West Chester, PA 19382
(We are located in the Matlack Industrial Center right across from West Chester University)
- » Monday through Friday, 7:00 am to 4:00 pm

Requirements:

- » Must be 18 years old age or older
- » Highly motivated, energetic, and able to establish effective relationships with customers
- » Customer oriented, organized, professional with strong communication skills
- » 2 to 5 years experience with fasteners, hydraulic hoses, hose ends, fittings, wire and cable, selling to the automotive, industrial, heavy equipment, fleet and repair markets

Benefits:

- » Health & Vision insurance
- » Holiday pay, vacation time and personal time off
- » 401K

Additional Compensation:

- » Salary based on experience
- » Sales Commission
- » Expenses paid

Resumes should be submitted to info@kellyindustrial.com

