

Job Posting

Job Title: HVAC & Plumbing Territory Manager

Posting Date: May 26, 2017

Location: Territory includes: Everything North of Gaylord & Upper Peninsula – can live anywhere near Gaylord, Escanaba, Sioux Ste. Marie, etc.

Job Description: Williams Distributing, a privately held Wholesaler of HVAC & Plumbing Equipment and Accessories is currently seeking a qualified Full Time Sales Representative with an excellent attitude and superior customer service standards.

The successful candidate will be self-motivated and flexible to travel as needed. The primary focus of this position is to vigorously promote the sales of Williams existing base of dealer accounts and to expand that dealer base on a continuing basis through prospecting, cold calls, company generated leads and self-research.

Responsibilities:

- Research and provide answers to technical questions
- Identify / call on target Dealers
- Sales presentations to close business with Dealers
- Prepare quotes and orders
- Pursue and quote project developments
- Self-research leads - prospect and cold call to potential dealers
- Mitigate all issues between dealer and manufacture

Requirements:

- Success in Sales
- Knowledge of the HVAC & Plumbing industry
- Excellent customer service and communication skills
- Ability to work with a team and also self-motivate independently
- Strong attention to detail

Pay: Competitive Commission based Compensation plan

Benefits:

- Insurance Incentives (health, dental, vision, life, disability, flex accounts)
- 401K w/match
- Paid Time Off
- Paid Territory Expenses including company vehicle

Contact Info: careers@wmsdist.com

To Apply: Email or send resume to:

Williams Distributing Co.
Attn: Human Resources
658 Richmond St. NW
Grand Rapids, MI 49504