

## Job Posting

**Job Title:** Hearth Products Outside Sales

**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 Hearth Products 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 and builder 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 & Builders
- Sales presentations to close business with Customers
- Prepare quotes and orders
- Self-research leads - prospect and cold call to potential customers
- Mitigate all issues between dealer/builder and manufacture

**Requirements:**

- Success in Sales
- Knowledge of the Hearth or building trades 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

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**Contact Info:** [careers@wmsdist.com](mailto:careers@wmsdist.com)

**To Apply:** Email or send resume to:

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