



Job Description Form

Job Title: Outside Sales Professional	Reports to: Luxury Team Manager
Department: Luxury Sales	Annual Salary – Dependent on professional and industry experience
Prepared by: Luxury Team Manager	Date: 4/1/22

Position Overview:

We currently have two open position – North Bay/San Francisco and San Jose/East Bay.

The open positions are with our luxury sales division, which focuses on plumbing products which are mostly developed and used in home and hospitality applications. The ideal candidate will have some experience related to the construction industry – either in retail or service. This person will be responsible for managing existing relationship with showrooms as well as developing relationships with interior designers and architecture firms. You will be joining a very dynamic, driven and supportive team with a very positive attitude and can-do culture.

Principal Duties and Responsibilities:

- Develop and maintain relationships with existing customers
- Identify and develop relationships with industry professionals to generate new business opportunities (esp. interior designers, custom home builders and architects)
- Schedule and perform product presentations and training for existing and potential customers
- Complete new product display installation
- Aid with after-sales support and assist with the resolution of issues customers encounter.
- Research and analyze competitor activity with existing customers.
- Attend trade shows and other associations' meetings to stay abreast of market conditions, competition, and establish relationships with existing clients and prospects.
- Create sales proposals, drive the sales process and follow-up with customers to drive the sales process forward.
- Generate and submit sales reports to management

Qualifications and education requirements

- Sales experience (preferably 2-3 years) in the plumbing/interior design/construction industry with demonstrated ability to meet sales objectives preferred
- Plumbing product knowledge is not required; however, it is a plus.

Preferred skills

- Proven ability to establish profitable relationships with decision makers at companies and organizations.
- Outstanding presentation and follow-up skills.
- Self-motivation, time management and professionalism will be key for success in this position.
- Local travel is required. Limited overnight travel may be required (5%)
- Proficiency in MS Office



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We offer a competitive benefit package that includes:

- Competitive salary and bonus plans
- Health insurance
- Medical insurance coverage
- Vehicle use reimbursement
- Paid vacation