

## **OUTSIDE COMMERCIAL SALES ASSOCIATE – Full Time East Brunswick, NJ**

### **POSITION OVERVIEW:**

Best Tile of New Jersey is seeking a motivated and enthusiastic Full Time Outside Commercial Sales Representative to target decision-makers in the architectural and commercial tile communities, driving business and selling the company's product through a variety of channels across and around the North Jersey and Long Island area. We are looking for someone who is genuine and naturally driven, who can easily build a rapport when meeting with clients. Your enthusiasm and level of excitement for our products will ensure an enjoyable experience for our customers.

Best Tile (a member of the East Coast Tile Group) is the leading source for tile and stone in the northeast, with 34 stores in 10 states. We showcase beautiful glass, ceramic, porcelain, marble, travertine, limestone, slate and metal and all that goes with it, in a fresh, current and upbeat manner. Our sales reps are at the heart of our customer experiences.

### **RESPONSIBILITIES:**

Drive sales and profitability, ensure visual merchandising/presentation standards are met, and meet or exceed sales and profitability goals by:

1. Identifying & initiating contact with prospects to proactively develop & grow sales in the North Jersey/Long Island.
2. Developing & maintaining solid working relationships with customers in the commercial market.
3. Progressively managing & maintaining contacts.
4. Determining & implementing a sales approach to effectively engage prospects throughout the sales process.
5. Conducting product demonstrations & professional product displays.
6. Recognizing & acknowledging the customer's readiness to buy & implementing the closing process.
7. Leading distributor & contractor development, management, training, & market blitzes.
8. Providing value-added, after-sale services, to develop customer relationships & loyalty.

### **To successfully perform Essential Functions, the Outside Commercial Sales Associate must be able to:**

1. Work effectively with customers, making face-to-face contact in & travel among company & customer locations.
2. Regularly use all limbs & make a variety of movements to move items that weigh up to 50 pounds (unassisted), to walk, use tools, operate controls & to carry heavy & bulky merchandise.
3. Work with warehouse staff, resulting in occasional exposure to a dusty environment.
4. Read, write, type, & enter data into a computer.
5. Regularly use the telephone, e-mail, & other messaging software.

### **KNOWLEDGE, SKILLS & ABILITIES:**

1. Bachelor's degree in interior design, architecture, marketing or equivalent are preferred.
2. Proven sales track record with exposure to the tile/stone industry or new home construction is preferred.
3. Superior relationship-building skills.
4. Strong oral, written, & presentation skills.
5. Ability to self-motivate, excellent organizational skills, & solid computer & systems skills.
6. Current/valid NJ drivers' license & clean driving record.

Any offer for employment to external applicants is conditioned upon the successful completion of a pre-employment screening process. (Offers to internal applicants may be also conditioned upon the successful completion of a screening process.)

**HOW TO APPLY:** E-mail your resume & cover letter to [saraneo@besttile.com](mailto:saraneo@besttile.com).

July 9, 2015