



## **NOTICE TO ALL W. A. ROOSEVELT ASSOCIATES AND OUTSIDE APPLICANTS**

### **POSITION OPENING**

#### **HVAC/Plumbing OUTSIDE SALESPERSON**

**LOCATION:** New Berlin

**JOB GRADE:** XIII

We have an opening for an Outside Salesperson for our New Berlin North territory.

Main duties include establishing, managing and maintaining strong customer relationships and accounts; working together with inside sales team members to identify, prioritize and implement sales funnel initiatives that will improve customer satisfaction and territory growth; pre-call planning; calling on customers; providing overall customer service; acting as facilitator for customer ordering process; generating customer quotations and follow up; seeking and developing new customer opportunities and accounts; and overall customer sales support and territory account planning and growth in the HVAC and Plumbing areas.

Although a plus, applicants are not required to have an HVAC and Plumbing product or technical knowledge background. Any applicant accepted for the position without product knowledge will be required to complete a product-training curriculum. Strong selling skills are required, with 3-5 years of selling experience preferred. Prior computer knowledge, experience and skills helpful. Outstanding customer service and communication skills required. This is a full-time, salaried position with the ability to earn bonus commission when certain goals are reached.

Respond in writing to Kay Jereczek, Human Resources.  
Contact Mike Holseth or Kay with any questions.

September 6, 2011