

Immediate Opening for an Outside Sales Professional in Central Indiana!

Are you interested in working for a distribution market leader in the Building Materials Industry? If so, Monsma Marketing is looking for a Sales Professional to fill a role as Full-Line Sales Representative. Monsma Marketing is a professional sales and distribution company supplying premium brands of Building Materials, Hearth and Outdoor Living Products throughout the Midwest. Some of the major brands include; DuPont Tyvek, Fiberon Decking, CertainTeed Exterior Products and many more. This is an established territory with opportunities for new customer growth.

We are looking for an experienced salesperson to promote, sell and provide training to our customers within the established territory of Central Indiana.

Successful professionals in this role are personable, determined, and driven to make a difference. We use a consultative approach, partnering with our clients and cultivating long-term relationships. If you have prior experience in outside sales and a desire to expand your career, we want to hear from you.

We will train you on our industry and our sales strategy, providing you with a roadmap to success.

You will have a proven track record that includes:

- Building client portfolios through direct prospecting.
- Growing sales and profitability in established accounts.
- Steady sales growth and personal income growth.

To maximize your success in this sales role, you will need to:

- Maintain a high level of sales activities to secure new accounts.
- Create daily sales plans identifying prospects.
- Maximizing territory performance by effective territory management.
- Develop and execute targeted account plans.
- Build client relationships for expansion and retention.
- Maintain strong relationships with the internal support team to secure and retain clients.

Monsma Marketing Corporation offers the ability to work from a home office. We offer a benefits package including Medical, Dental, 401k with employer match, Life Insurance, Long Term Disability, Profit Sharing, Holiday, and Paid Vacation.

To apply, please visit: www.monsma.com and click on the Careers button towards the top of the page.

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