



Job Description: Outside Salesperson

Mayer Malbin is a supplier of pipe, valves, & fittings to the mechanical, plumbing, heating, sprinkler & waterworks trades in the New York metropolitan area. We are looking for an experienced person with relevant technical sales experience to join our team.

Website: www.mayermalbin.com

Job: Outside Salesperson

Pay: Salaried with Commission

Office Address: 62-25 30th Ave, Woodside, NY 11377

Responsibilities:

- Actively builds strong relationships with customers.
- Solicits business from potential customers.
- Enters sales orders and quotes to support customer accounts.
- Drives the account planning process to define and track progress toward revenue, sales, and profit objectives.
- Demonstrates active listening skills to add value to customer and internal interactions.
- Teaches Inside Sales the individual needs of the customer and expectations of the customer.
- Demonstrates appropriate application of all product offerings and solutions in customer environments.
- Adds value to customer and internal interactions by understanding the market, suppliers, the customer's business, and the competition.
- Balances the role of strong customer advocate with the role of good company steward with resources, time and profitability.
- Works with vendor partners to integrate them into sales opportunities, product promotion, and product training.
- Identifies new sales opportunities for the company including new products, vendors, markets, customers, etc.
- Takes action to correct quality problems and notifies others of quality issues as appropriate.
- Respects and appropriately uses the internal chain of command.
- Performs other duties as assigned.
- Adheres to the rules and regulations as set forth in the Employee Handbook.

Qualifications:

- 2-years minimum of experience in a technical sales position
- 5-years of technical sales experience in the MEP or PVF industries preferred
- Bachelor's Degree preferred
- Outgoing and friendly, both with customers and co-workers
- Strong interpersonal and communication skills, in person and over the phone
- Competent and fluent with office, excel and Google Drive
- Vaccinated against Covid
- This job is a full-time position
- Must be able to work from the road as well as the office. The split would be 50/50
- Driver's license

Benefits:



- 401(k)
- Health Insurance
- Paid Time Off
- Retirement Plan
- Travel Expenses Compensation

We are an equal opportunity employer and prohibit discrimination/harassment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity, or expression. Or any other characteristic protected by federal, state, or local laws.

If interested in applying, please email jobs@mayermalbin.com with your resume.