

# **BEST PLUMBING SPECIALTIES, INC.**

Job Description Form

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## **Account Manager**

Best Plumbing Specialties is a business-to-business wholesale distributor of Maintenance, Repair and Operations products. We have been in business over 55 years as one of the largest independently owned specialty houses in the country, with sales representatives in more than 35 states. We market and sell our products to facility maintenance professionals, including Building Engineers, Plumbers, Maintenance Mechanics, Property Managers and Purchasing Agents. Some of our customers are:

- Colleges/Universities
- Sports Arenas
- School Districts
- Government Facilities
- Correctional Facilities
- Hospitals/Nursing Homes
- Office Buildings

We are looking for someone who is responsible, personable, self-motivated, and strives to be successful. We offer the highest compensation opportunities in the industry. More than half of our sales team has been with us for 10+ years and are earning up to six figures annually. There is **NO CAP** on commissions.

### **Responsibilities Include:**

- Increase existing customer sales in an established and protected geographic sales territory
- Develop new business by locating opportunities and generating leads
- Achieving monthly sales goals laid out by the sales management team
- Enter orders daily and update CRM
- Plan and schedule daily/monthly customer visits/prospect calls

### **What Best Provides:**

- Sales Tools provided including cell phone, laptop, free monthly samples, and marketing materials
- Extensive training
- Inside support team assigned to you
- Employer contributions for Medical, Dental, and 401K
- No cap on income!
- Compensation is based on commission – guaranteed minimum income during the training period.

### **MINIMUM REQUIREMENTS:**

- Excellent communication and organizational skills
- Self-motivated, self-disciplined and the ability to work independently
- Teachable with a strong desire to learn
- Outgoing and personable
- Eligible to work in the United States
- Reliable car and valid Driver's License
- Computer literate

**PREFERRED EXPERIENCE:**

- College Degree
- Two years of prior outside sales experience

**<http://www.bestplumbingspecialties.com/careers>**