

Full job description

About Us:

Brauer Supply Company is a 145 year-old leading multi-branch wholesale distributor of high-quality production fasteners serving a number of diverse manufacturers and industries. In addition to Specialty Fastener Products, Brauer Supply also has divisions specializing in HVAC Equipment & Supplies, Industrial & Commercial Insulation Products, and Air & Liquid Filtration Products. We pride ourselves in providing the highest quality products and world-class customer service. At this time, we are seeking a motivated and results-driven Fastener Outside Sales Representative to join our dynamic team in servicing our established customer base while also generating new business opportunities.

Position Summary:

As an Outside Sales Representative, you will be responsible for managing an established territory by forming strong relationships with both existing and potential customers. You will assist in proper product selection and provide technical and specification assistance as appropriate. Working with customers in the field, we strive to understand our customer's needs and provide the best tailored solution. While primarily focused on fastener products, you also have the opportunity cross sell and satisfy customer needs with any of our industrial products including mechanical insulation and air filtration solutions.

Key Responsibilities:

- Cultivate and maintain strong relationships with existing customers.
- Proactively identify and secure new sales opportunities.
- Understand and promote our full range of fastening and other industrial solutions.
- Prepare and present sales proposals and contracts.
- Develop and implement strategic sales plans designed to meet or exceed goals.
- Track customer sales activities and customer information through our ERP.
- Coordinate with inside team to manage customer pricing and service requirements.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or related field.
- Minimum 3 years outside sales experience, preferably in industrial sales, with an emphasis on fastener products preferred.

- Highly motivated with excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and manage time effectively.
- Passion for providing the very best service to both customers and teammates.
- A valid driver's license.

What We Offer:

- The stability of a 145 year-old continually successful company.
- An established in-place existing territory in good condition.
- Minimal overnight travel. Vast majority St. Louis based.
- Competitive compensation structure with uncapped commission.
- Comprehensive benefits package including health insurance, FSA, 401K program, life insurance, long-term disability insurance, paid holidays, vacation, and more.
- Initial and continuing product and sales training.
- Company provided car, fuel card, expense account, cell phone reimbursement.

To Apply:

If you are a driven sales professional looking for an exciting opportunity with a great team, please submit a cover letter and resume through the Indeed job portal or you can apply directly by emailing same to hr@brauersupply.com.

Job Type: Full-time

Send Resumes to hr@brauersupply.com