



Outside Sales Representative

General Insulation Company is a national wholesale distributor of commercial and industrial insulation products, HVAC supplies, 3M Firestop products, and associated construction supplies. It is the largest privately-held mechanical insulation

distributor in North America. As a family owned company, we have built our business by providing the highest quality products and superior service to our customers. We look forward to you joining our family!

About the role:

We are looking for an engaging Outside Sales Representative to help grow and maintain relationships across specified territories. You will report to your general manager and sales manager and take responsibility for the entire sales process to further grow your book of business and increase sales overall for General Insulation.

Job Requirements:

- Maintain relationships and provide excellent customer service for existing customers.
- Maintain superior product knowledge in all areas of GIC services and products.
- Establish and build new business relationships with prospective customers in order to grow the business.
- Provide product pricing, literature, safety data documentation and all related materials to existing and prospective customers.
- Create and conduct effective presentations/technical workshops to train the marketplace, customers and GIC team as needed.
- Maintain accurate records of all sales and prospecting activities including sales calls, presentations, and closed sales.
- Develop annual business plan and target accounts in conjunction with Sales Manager.
- Maintain competitive database.
- Maintain a positive working relationship with vendors, requesting joint sales calls as indicated.
- Prepare a weekly schedule of customer sales calls.
- Communicate pertinent sales and market information to Branch Manager, Operations Manager and Inside Sales Representative

Candidate Requirements:

- Associates Degree or higher preferred
- 2-5 years' experience in a quota carrying sales role.
- Must possess excellent communication skills with customers, teammates, and employees at all levels of the company.
- Detail oriented. Small details may have a large impact on a product's overall cost. Well organized and attention to detail.
- Technical skills. Detailed knowledge of industry processes, materials, and costs are vital. In addition, use of specialized computer programs to calculate equations and handle large databases. Product and software knowledge, or the ability to learn quickly.
- Time-management skills. Fixed deadlines require planning in advance and work efficiently and accurately. Ability to meet deadlines / quick turnaround.
- Writing skills. Must be able to write detailed reports. Often, these reports determine whether contracts are awarded, or products are manufactured.

What we Offer:

- **Health:** We offer great medical vision and dental benefits as well as voluntary benefits that cover both you and your family!
- **Future:** Plan by enrolling in a 401k plan that helps you save money for a rainy day
- **Time Off:** Paid time off along with flexibility for a healthier work life balance
- **Environment:** We offer an inclusive environment where there is always someone available to help and teach so that you can grow within the industry no matter what direction your career takes you!

General Insulation is committed to equal opportunity. We value and embrace diversity and inclusion of all Team Members.