



Sales Representative

SPS Companies, Inc. is currently seeking an individual to fill a Sales Representative position at our Bismarck, ND, location. This position will be working with all of our customers in an inside sales capacity, but will also require some travel developing an outside sales customer base. The tentative schedule for a two-week period would be inside sales for 8 of the 10 workdays. The candidate must be able to provide their own vehicle, mileage is reimbursed.

Established in 1951, SPS Companies, Inc. is a wholesale distributor of products and services for residential and commercial plumbing, mechanical and industrial piping, heating, ventilation, air conditioning, refrigeration, and fire protection. We currently have seven plumbing locations in Minnesota, North Dakota, and Colorado. Our SPS Kitchen and Bath Showrooms are located at three of these locations. In addition to plumbing and heating, we also have a fire protection division and a roofing and sheet metal division. As an Employee-Owned Company (ESOP), our employees have a vested interest in SPS and its success. This leads to greater motivation and productivity throughout the company.

Our sales representatives are responsible for increasing sales and overall company profits through the continued cultivation of existing customers and establishment of new customers. By building strong relationships throughout the company and industry, developing a comprehensive knowledge of our product lines, and exceeding customer needs our sales representatives play an integral role in our continued growth and success.

Specific Duties Include:

- Meet with new and existing customers on a regular basis to learn their business needs and provide information about products and services available to them.
- Enter orders into the system accurately, keep customer informed of shipment details, and follow through on commitments made to the customer.
- Develop knowledge of features and functionality of products, including price points, application, and availability
- Establish trusted advisor status with customer, serving as the primary facilitator for their requests
- Identify and promote opportunities for the sale of additional products
- Develop company relationships and use internal resources to help resolve customer issues quickly
- Update branch manager following customer meetings and make them aware of any outstanding issues
- Follow-up on new customer leads in a timely fashion
- Understand the nuances of competitor product offerings and their audience
- Educate customers on our value proposition, clearly explaining what differentiates us from our competition

Qualifications:

- Strong attention to detail
- Proficient with related computer systems and applications
- Convey messages, ideas, and decisions through clear verbal and written communication.
- Active listener – understand and identify customer needs
- Ability to build and maintain relationships
- Able to problem solve, analyze information, and effectively coordinate projects to meet customer needs

Position Requirements

- Ability to manage time and prioritize work effectively
- Strong communication, customer service, and phone skills
- Must have their own vehicle; mileage reimbursed
- Product/applications experience required
- Wholesale distribution experience preferred
- Education: High school diploma/GED required (Associate's degree preferred)
- Experience:
 - Minimum 2 years in similar position preferred (3 years preferred)
 - Minimum 1 year in progressive position (2 years preferred)

Base salary plus commission on assigned outside accounts; Salary based on experience and qualifications.

This is a full-time position. Shifts typically range from 8 a.m. to 5 p.m. but vary on occasion. Full-time employees are eligible for medical, dental, life and AD&D, long-term and short-term disability insurance. SPS Companies, Inc. is an Equal Opportunity Employer. We are a drug-free workplace, with pre-employment drug screening required. Employment is contingent upon successful completion of a background check.

If you are interested in applying for this position, please send your resume to Stephanie Mulcahey, smulcahey@spscompanies.com.