

## Outside Sales Representative – Full Time

Color the world with Passonno Paints

Passonno Paints is a fourth-generation, family-owned business that has been producing and selling surface coatings for nearly 100 years. Our mission is to offer clients a wide selection of quality products at competitive prices, while providing them with our customary, unsurpassed level of customer service.

### Job Description

We are looking for a self-motivated, all-star **Business Development Officer** with ambition and selling experience to drive new sales and manage existing clients in an assigned territory. Your typical day will include performing outside sales initiatives and developing relationships with architects, manufacturers, painting contractors, apartment complexes, as well as city, county and state government buyers of surface coatings. You will identify and influence opportunities through phone calls, emails, in-person meetings and interpersonal networking.

Passonno Paints offers an exceptional total rewards program for its employees, including full medical benefits, a 401K retirement plan and a flexible work schedule.

### Primary Responsibilities

- Initiate the sales process through customer prospecting to find, qualify and close revenue generating leads.
- Coordinate prospective opportunities with business management to determine optimal mix of products and pricing.
- Demonstrate and understanding of company products, finishes and applications.
- Meet or exceed sales objectives based upon gross sales revenue and gross margin percentages.
- Pursue incremental growth of existing accounts by managing customer relationships.
- Participate in regularly scheduled company sales meetings, call reporting and training seminars.

### Qualifications

- Must be 18 years of age or older.
- Possess a valid driver's license.
- Minimum of a high school diploma, bachelor's degree a plus.
- You must be a motivated, self-starter.
- Demonstrate strong interpersonal and communications skills.
- Prior experience in the paint/surface coatings industry is a big plus, or equivalent in manufacturing, construction or home improvement.

### Physical Requirements

- Frequently lifts and/or carries cartons and containers up to 50 pounds.

Passonno Paints provides equal opportunity in all terms and conditions of employment. All candidates will receive consideration for employment and will not be discriminated against based on race, color, religion, sex, marital status, sexual orientation, gender identity, national origin, protected veteran status, disability, age, pregnancy, genetic information and any other consideration prohibited by law.