

United States Jobs Expertini®

Account Manager (Inside Sales)

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Company: ProSource Wholesale

Location: United States

Category: other-general

Now Hiring: Account Manager (Inside Sales)

Base salary \$36,000; total first year comp \$55-65K+

ProSource's mission is to help our trade pro members and their customers complete successful projects. As an Account Manager (Inside Sales Professional), you will be eager to learn and excited for the chance to help other businesses tap into the growth solutions that ProSource can provide.

We are not retail and do not operate like retail. The beauty of wholesale is that RELATIONSHIPS are our business. Your determination, charisma, and hunger will make all the difference in your success. We take our job seriously, but we have fun! We don't operate under retail hours, so you can expect a great work-life balance alongside a team that will have your back will and provide you with the tools you need to succeed.

Like what you hear so far? Here's the nitty-gritty... This position location is at the ProSource of Northwest Houston. You will be paid a competitive base salary of \$36,000 plus commissions. Your first-year earnings should be \$55-65K or more, it all depends on your drive and ambition! You will also receive a benefits package that includes healthcare, retirement, and paid time off.

What you'll do:

Build and maintain positive relationships with current Trade Pro Members and their

clients to make ProSource their primary source for flooring and cabinets.

Proactively (and consistently) reach out to trade pros that are not currently doing business with ProSource and help them understand how ProSource and become their partner & grow their business through membership.

Be curious by asking questions and understanding your member's or your prospect's business, growth goals, and their current projects so that you can provide solutions for them and what separates you from their competition.

Consistently deliver an exceptional customer experience for your trade pros and their clients.

Learn and stay on top of the industry products, key home remodeling trends, and industry news by leveraging our extensive training opportunities, including online and classroom training, and vendor reps and events.

Maintain and update our CRM system with information about your members and prospects.

Have a sense of urgency and motivation to meet and exceed goals.

Build strong partnerships with the showroom team.

Have a positive attitude and enjoy your job!

You might be a great match if you have:

A High School diploma or GED

Excellent customer service and presentation skills

Strong verbal and written communication skills

Wholesale sales or flooring/kitchen & bath experience a plus

Proficient in Microsoft Office

A general understanding of technology and the internet (using mobile devices, apps, and internet searches)

All about ProSource:

ProSource Wholesale is one of the largest flooring companies in the country with 145+ showrooms across the United States and Canada with new showrooms opening each year. Our showrooms are staffed by teams of professionals who are experts in residential and commercial products, and our products don't end at just flooring; we provide everything from cabinets to bathtubs and are recognized as an industry leader!

So, if you're up for the dare to expand your career and help grow other businesses in your community, reach out to join our ProSource family today!

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