

## **Sales Representative**

The Binding Source; Torrington, CT

The Binding Source is an industrial distributor of MRO (maintenance · repair · operations) products and services for major manufacturers, such as 3M, based in Torrington, CT. Established in 1986, we offer over 37 years of technical knowledge, custom converting, and supply chain solution experience for industrial applications. We specialize in developing a strong understanding of the priorities and processes of the customers we serve.

The Sales Representative will be responsible for leveraging the value proposition of The Binding Source to produce positive sales growth through strategic inside and outside sales activities. This is an entry level sales position designed for growth with the right candidate. The individual must have an aptitude for customer service and a desire to learn product lines, service offerings, and sales practices

### **Essential functions**

- Drive prospecting through inside sales activities and analysis
- Lead outside sales development with regional customers
- Oversee support of managed inventory tasks to guide greater understanding of the customers, increase contacts within the customer group, and increase sales results
- Develop strong knowledge of products, product lines, and applications in order to provide customers specific product suggestions for their specific customer needs
- Work with sales manager to support local strategic accounts, take part in product demonstrations, and learn to serve customers through all channels

### **Basic qualifications**

- A “can-do” attitude toward learning
- This is an entry level position with 0-4 years experience in sales or customer service expected
- Valid driver’s license with a clean driving record. Travel by car required approximately 25%
- Proficiency in Microsoft Office Suite
- Strong attention to detail
- Strong presentation and communication skills

### **Select Benefits**

- Competitive salary; \$45,000 - \$55,000
- 401k offering and participation in generous company sponsored profit sharing plan
- Medical insurance plan
- 2 weeks vacation leave, 1 week sick leave and 8 paid holidays