



Position: Inside/Outside Sales

Company: Nathan Kimmel Company (Through U.S. VETS)

Location: Los Angeles

Compensation: \$40K/year base, plus commission (Benefits package including paid health, vision and dental insurance, vacation, sick leave and MBO (Major Business Objectives) program).

COMPANY PROFILE:

Since 1956, Nathan Kimmel Company has been servicing a local, national and now international customer base for Construction, Pest Control, Material Handling, Industrial Supplies and its Retail Store. The company has established itself as a premier niche-market supplier by achieving its mission statement "To provide our customers with quality products, excellent values and prompt service that is backed by our fine reputation and integrity. "Tucked away in the downtown Los Angeles Industrial area, our convenient location and the selling values of yesterday continue to set us apart from our competition. Nathan Kimmel Company is setting the stage for aggressive growth. As a result we are seeking talented individuals to join us. We are an advancement opportunity company with growth potential for the right individual to move up in our company.

See our website www.nathankimmel.com

THE POSITION:

Sales, Sales, and more Sales. Our ideal candidate will help develop our Women Business Enterprise Division and will possess excellent sales skills transferable to over-the-phone, and retail store sales environments for our product lines. Gaining contracts from government and private entities will be a major part of the job, yet sales in our retail store as well as our national and international customers will be most important too. As part of the sales process, will offer relative product ideas/solutions and ask for current and future business. The ability to establish and maintain customer relationships is key in order to ensure positive buying experiences and to create repeat customers. This position will report to the Director of Operations.

SPECIFIC DUTIES AND RESPONSIBILITIES:

- Using a consultative sales approach, sell our products and provide solutions to existing customers, facilitate repeat business, and up-sell
- Develop and establish the WBE (Woman Business Enterprise) Division and write up bid contracts and other means of obtaining business through this process.
- Attend meetings, seminars, networking sessions, trade shows and other events that will add to the sales.
- Take ownership of the sales process and identify/Client contractors, and trades professional buyers to establish and develop new accounts
- Obtain new clients through a combination of 1) cold calling (up to 50 calls a day), 2) answering leads and referrals, and 3) selling in the retail store
- Work with operations to ensure a high level of customer satisfaction

QUALIFICATIONS:

- 2 – 3 years inside sales/telesales experience preferred OR based on the information in this ad come sell us as to why we should hire you ÷X Experienced and expert cold caller 20+ calls per day
- Critical and creative thinker/self-starter/self-motivated
- Responsible, reliable, accountable
- Excellent written and verbal communication skills
- Organized with impeccable follow-through
- Proficiency in the use and operation of Microsoft Office, Goldmine and MAS 90 Accounting Software a plus Ability, and know-how to sell, sell, and sell more!!!

If you would like to apply to this position, please contact your Applicant Coordinator at:

Last name begins with A-K: 916-854-3881

Last name begins with L-Z: 916-854-3882