

Lexco Tile & Stone strives to be the leading distributor of tile and natural stone in All Of Wisconsin. We're dedicated to supplying our customers with products of unsurpassed quality and extraordinary service with exceptional value.

Architectural Sales Representative / Outside Sales

Lexco Tile & Stone is currently looking to add a member to its territorial sales team in our market. In this goal-oriented role, you will face many challenges and wear many hats. To do the job right you must be effective as a listener, communicator, negotiator, pacifier, adjuster, problem-solver, decision maker, expeditor, coordinator, consultant, etc. As our successful sales representative, you will always need to be "customer conscious". You need strong people skills and a full awareness that your actions directly influence company growth and progress.

You will achieve optimal results through the performance of the following responsibilities:

- Promote all the company's products and services
- Utilize knowledge of products, marketing tools & customers
- Show a keen desire to be of service to others
- Devote the time and effort necessary to be successful
- Operate efficiently
- Keep management informed of your activities
- Understand and support company policies and procedures
- Support each department and individuals within the company
- Identify ways to improve service or increase business
- Understanding your competition
- Make decisions based upon the maximum benefit to the customer and company
- Having the ability to make decisions that benefit your customer and company

Qualifications:

- Bachelor's degree in a related field
- Basic working knowledge and proficiency with Microsoft Office application (Word, Excel, Outlook)
- Highly motivated with a strong desire to "do whatever it takes" to get the job done
- Professional, good communication skills, creative and a team player
- Exceptional analytical skills coupled with creative thinking
- Extensive driving is required with periodic plane travel. Must possess a valid driver's license and acceptable driving record

- Sales experience and/or industry experience is not necessary, but does bring value to the position
- Detail oriented

Benefits:

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive annual compensation package and an extensive benefits package including paid time off, medical, dental and vision benefits and future growth. Plus, we work to maintain the best possible environment for our employees, where people can learn and grow with the company. We strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

If you think you would be a good fit or if you have any questions, please email:

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