

## Outside Sales - Office Supplies (New York, Long Island, Connecticut, New Jersey)

### Description

Savvy, growing office supply company looking to add results-driven sales professionals to its team.

Position Purpose: To develop sales revenue in alignment with overall company goals as well as to increase existing business incrementally.

Reporting Relationship: Reports to Partners.

### Specific tasks:

- Capable of bringing a following and developing client relationships with the outcome of closing and increasing sales
- Competent in conducting outside sales calls
- Presenting solutions that relate directly to key needs and business issues of target accounts
- Answer customers' questions about products, prices, availability, product uses, and credit terms.

### Experience

**MUST HAVE experience in office supplies, office furniture, office equipment, printing, coffee provisions, promotional items.**

- Minimum 3 years in a similar position and documented success within related industries
- Ability to communicate, develop and maintain key accounts
- Must be a self motivated professional
- Position requires regular out of office travel

### Skills and Traits:

- Self motivated and high energy
- Strong communication

Please contact:

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The HR Advantage

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