

# FR SALES SPECIALIST

**FLAME RESISTANT PRODUCTS – HOUSTON, TEXAS**

**SALARY IS NEGOTIABLE ON EXPERIENCE**

The FR Sales Specialist will push flame resistant product sales, selling to distributors in the territory. Opening new and developing existing distribution channels in this fast-paced outside sales position.

## The Role

- Drive and increase sales growth of FR across the region
- Conduct ongoing development of market intelligence, including marketing events such as trade shows, seminars, and exhibitions
- Identify existing customers with high growth potential and create a roadmap for their further development
- Utilize solutions-based strategies to win new business on a continuous and consistent basis
- Engage in consultative selling by identifying customers' needs and providing a solution to meet those needs
- Develop clear and effective written proposals/quotations for current and prospective customers
- Conduct daily face-to-face sales meetings to maintain and develop relationships with distributors and end users throughout your territory
- Build quality business relationships with new and existing accounts
- Identify new business opportunities to grow the range at both distributor and end-user level
- Ensure effective after meeting follow-up to close sales
- Drive significant growth into target industry segments and designated channels

## The Candidate

- 1-3 years FR product sales experience is preferred
- Appetite to continue rapid growth of the company through field sales
- Full, clean driving license
- Positive attitude with a winning mentality
- Ability to translate business initiatives into bottom line results
- Strong interpersonal and negotiating skills
- Experience drafting and executing sales plans for aggressive expansion
- Experience selling on behalf of a manufacturer, distributor, reseller or agency
- Excellent team player
- Ability to work well alone