



**SHERWIN-WILLIAMS®**

## Large-Volume Sales Representative

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Sherwin-Williams large-volume sales representatives are responsible for selling products and recommending solutions to commercial customers with sizable needs. Among the large-volume sales representative's duties:

- Calling on customers outside of the Sherwin-Williams store, to include cold calling, delivering presentations and closing sales
- Ensuring customer satisfaction and building positive long-term relationships with them
- Keeping servicing stores aware of call activity, customer issues and sales/service opportunities
- (Occasionally) Supporting the store team by assisting employees with customer issues and conducting training sessions

### Expectations

Sherwin-Williams looks for specific traits in large-volume sales representatives. We seek personable, motivated individuals with a strong work ethic, integrity and flexibility who can:

- Develop and implement an annual sales plan

- Effectively support the needs of large-volume customers, utilizing additional resources to assist in account management (district manager, etc.)
- Understand their focused, market-specific territory
- Establish ongoing rapport with customers and prospects through a consistent calling effort
- Communicate effectively with customers, employees and other business partners
- Develop and deliver formal presentations that appropriately address audience needs
- Negotiate special pricing or complaint resolution situations
- Analyze market conditions — competition, trends, issues and opportunities — and act on them
- Approach every challenge and opportunity proactively and strive to grow to the next level

