



SHERWIN-WILLIAMS.

Sales Representative

Sherwin-Williams sales representatives are responsible for selling products and recommending solutions to commercial customers. Among the 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
- Communicate effectively with customers, employees and other business partners
- Develop and deliver formal presentations that appropriately address audience needs
- Negotiate special pricing and resolve complaints
- 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

Expectations

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

- Develop and implement an annual sales plan
- Establish ongoing rapport with customers and prospects through a consistent calling effort

