



SHERWIN-WILLIAMS®

Residential Repaint Sales Specialist

This is a sales training position responsible for selling products and recommending solutions to customers in small volume territories. Among the sales specialist's duties:

- Calling on customers outside of the Sherwin-Williams store, to include cold calling, delivering presentations and product demos, and closing business, sometimes with the store manager
- Ensuring customer satisfaction and building positive long-term relationships with them
- Identifying sources of sales leads and following through on leads provided by store/branch personnel
- Developing a territory market business plan to support core stores within the designated market
- Conducting competitive product testing/comparisons; identifying competitive advantages
- Completing call and expense reports on a timely basis
- Serving customer needs in-store

Expectations

For the sales specialist position, Sherwin-Williams seeks highly motivated individuals who stand accountable for their performance and who can:

- Establish and execute a sales growth plan consistent with territory and district missions
- Build personal relationships with customers by understanding and supporting their businesses
- Communicate effectively with customers, employees and other business partners
- Develop and deliver formal presentations that appropriately address audience needs
- Develop mutually satisfactory solutions with customers through negotiations

