



Job Description – Outside Sales C&I

Responsible for driving sales growth for assigned accounts and territories on an annual basis. Also responsible for developing and managing manufacturer relationships on all lines. Other responsibilities include providing product training and calling on contractors, engineers, and specifiers in an assigned territory.

Coverage Area – Middle Tennessee

Key Responsibilities:

Assigned Tasks

- Interact and respond to all customer inquiries through in-person and digital platforms, as well as phone calls.
- Respond to and execute quotations for assigned customers and product lines, including managing SPA's and into-stock pricing levels.
- Support sales activities of all manufacturers in the territory at distributors, contractors, and engineering firms.
- Expedite any orders requested by customers.
- Conduct continuous product training at distribution.
- Conduct product training at engineers and specifiers across assigned geography.
- Make joint sales calls with manufacturers at distributors, contractors, and engineers to support sales activity for all product lines.

Leadership

- Lead by example with a strong work ethic.
- Work well individually and autonomously as well as in a team environment.
- Mentor and teach FRM peers product knowledge on assigned manufacturers

Commitment to Continuous Growth

- Continually demonstrate a basic understanding of all product lines.
- Participate in continuous training on assigned product lines either in person or online.

Required Skills and Personal Attributes

- Builds and sustains both internal and external relationships – friendly and responsive.
- Acts with integrity – inspires trust and open communication.
- Demonstrates a professional image and demeanor.
- Takes initiative and is accountable for actions and results – committed to excellence.
- Possesses a sense of urgency.
- Strong verbal communication skills.
- Good problem-solving and time management skills.
- Strong attention to detail and accuracy.
- Persists in the face of difficulties.
- High-stress tolerance.
- Experience in the electrical and/or rep agency market is preferred but not required.

FRM – Charlotte

1133 Pressley Rd.
Charlotte, NC 28217
704.527.5110

FRM – Norcross

1458 Beaver Ruin Rd.
Norcross, GA 30093
770.923.3520

FRM - Tampa

3214 Queen Palm Dr.
Tampa, FL 33619
813.623.2681

