W.W. Grainger, Inc. - Territory Sales Representative Position

Check out a short video on a day in the life of a TSR!

The Territory Sales Representative is responsible for maximizing and growing revenue and profits within their assigned geography by selling to existing customers and acquiring new business. Our representative roles are nationwide opportunities. Representatives will be able to build knowledge of Grainger’s product lines, and identify opportunities, negotiate sales, manage business needs and cost requirements.

Development and Career Opportunities in This Position
- Create and execute a sales plan that meets or exceeds revenue and profit targets
- Opportunity to meet regularly with customers to understand their evolving needs
- Develop a plan to identify and pursue new customer acquisition opportunities
- Champion Grainger’s value proposition in assigned territory and brand in the community
- Identify and execute local marketing activities to enhance local presence and grow sales

All candidates must have:
- An assertive personality
- Excellent communication skills
- Strong leadership skills
- Strong negotiation skills
- High integrity in all business dealings
- Strong time management and organization skills
- A valid driver’s license
- Undergraduate degree preferred

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