

# Territory Sales Professional

Lafayette Venetian Blind, a privately held, progressive, wholesale manufacturer of custom, interior window fashions, has an immediate position available for a Sales Professional for our Minnesota, North Dakota and South Dakota territory.

Requirements for this position include:

- \*\* Prior experience in selling window fashions on a wholesale basis is preferred, but not required
- \*\* The proven ability to build customer partnerships by servicing existing accounts and an aggressive approach to establishing new accounts.
- \*\* Proficiency in utilizing a laptop and familiarity with Microsoft Word and Excel.
- \* Overnight travel is required one to three nights a week.

We offer a comprehensive package of salary, bonus, benefits, company vehicle and expense reimbursement. Please send resume, with salary history to:

Lafayette Venetian Blind,  
3000 Klondike Road  
West Lafayette, Indiana 47906  
Attention: Human Resources  
OR  
Email: [humres@lafvb.com](mailto:humres@lafvb.com)

An Equal Opportunity Employer M/F/H/V

## Job description

Lafayette Interior Fashions is looking for a dynamic, sales-driven individual to join our family as a Territory Sales Manager. This position is responsible for selling custom interior window treatments for distribution to retailers.

### *Essential Duties and Responsibilities*

Establish new accounts, as well as, develop relationships and grow sales with existing accounts.

Compile lists of prospective customers for use as sales leads.

Demonstrate product using samples or catalogs and emphasizes salable features.

Plan and prioritize sales activities and customers towards achieving business goals, including costs and sales analysis.

Coordinate and conduct customer training throughout the territory.

Provide sales and marketing management with new product ideas/enhancements based on field intelligence.

Investigate and resolve customer concerns as they may arise.

## **Desired Skills and Experience**

### *Qualifications*

Bachelor's degree from four-year college or university; or two years related experience and/or training; or equivalent combination of education and experience.

Proficient computer skills.

Excellent customer service skills.