

# TERRITORY SALES PROFESSIONAL

## **OPPORTUNITY:**

Lafayette Interior Fashions is a progressive, wholesale manufacturer selling high quality, custom window fashions to the design trade and retailers throughout the continental US since 1950.

Lafayette products are all manufactured in the USA at our facility in West Lafayette, IN and include a full line of shades, blinds, draperies and shutters. Motorization options are available in all categories. Visit our website, [www.lafvb.com](http://www.lafvb.com), for a complete review of products and services.

The ideal candidate will possess the following:

- Prior experience in B2B sales.
- The proven ability to build customer partnerships by servicing existing accounts and an aggressive approach to establishing new accounts.
- Characteristics of being a dynamic, sales driven, self-starter.
- Proficiency in utilizing a laptop and familiarity with Microsoft Word and Excel.
- Ability to do overnight travel of one to three nights a week is required.

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

Lafayette Venetian Blind, Inc.

[humres@lafvb.com](mailto:humres@lafvb.com)

Lafayette Venetian Blind, Inc. is an Equal Opportunity Employer

## **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 designers and 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 features and benefits.
- 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.

### *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.