

Position Summary

The Outside Sales Representative (OSR) will drive the entire business while selling and servicing contractors, commercial and retail customers. The OSR is responsible for supporting all aspects of store operations, including customer service, inventory management, team training and store safety. This team member will be responsible for generating sales leads while supporting in-store operations such as:

- B2B Sales
- Job Site Visits / Cold Calling
- Submittals and Take Offs
- Presentations
- New and Existing Customer Tracking in Customer Relationship Manager (CRM)

Minimum Qualifications

- Must be at least 18 years of age
- Must have a valid driver's license and be willing to make deliveries, go on service calls, run errands, etc.
- Must be willing to work a flexible schedule that at times may be as much as 45-50 hours per week, including some Saturdays
- Must be able to handle up to 50 lbs, carrying, stocking and delivering products
- Must be trained to use tint machines (any brand is acceptable)
- Must be comfortable using Microsoft Suite and/or other basic computer applications.
- Must be able to build lead lists and reach out to potential clients in person, via telephone and email
- Must be comfortable using Point Of Sale (POS)
- High School diploma or comparable certification (e.g. GED)

Preferred Qualifications

- Prior experience in a paint retail business
- Possess excellent communication and interpersonal skills
- Bachelor's Degree
- Proven ability to build clientele and revenues
- Product knowledge capable of solving commercial and retail painting issues
- Planning and organizational skills
- Excellent written and verbal communication skills
- Bilingual preferred
- Managing inventory
- Paint Mix and Match experience

The Company

San Antonio Paints is a locally owned paint retailer that distributes premium quality Benjamin Moore paints and complementary sundry products. We take a people-first approach to our customers, employees, and supply partners. The company was founded on the principle of offering our customers a great experience with a trusted brand while making it easy to do business with us. This philosophy drives every aspect of our business including empowering our employees to make it a fun and memorable experience for our customers, so the customers keep coming back to us for their painting needs.

The Opportunity

We have embarked on a multi-year, multi-store rollout strategy across the Greater San Antonio area. As the company grows there will be ample opportunities for the Outside Sales Rep to grow with the company including General Management of the multi-store network. The company offers competitive salaries, benefits and a generous car allowance.

Position is Salaried