

**OUTSIDE SALES REPRESENTATIVE (Electrical)**

***Miami, FL***

Graybar is looking for talented, enthusiastic people to help us maintain the highest levels of customer satisfaction in every area of our business.  We are a Company that recognizes talent and provides the opportunity for training and development for your career growth.

**THE COMPANY**

Graybar is a leader in the distribution of electrical, telecommunications, and networking products and an expert provider of related supply chain management and logistics services. As one of the largest employee-owned companies in North America, Graybar offers exciting career opportunities and an environment energized by a history of teamwork, innovation and continuous success. This is your chance to join a Fortune 500 company with a 145-year history of entrepreneurial innovation and a philosophy of "promote from within." Join our team and let Graybar work to YOUR advantage!

**Purpose**

Develop new prospects and maintain contacts with established customers for the purpose of selling Company products; customarily and regularly interact with prospects and customers in person at the customer's site of business or other off-site locations.

**Qualifications**

* Responsible for meeting or exceeding assigned annual gross margin budget by promoting and selling products in assigned territory in compliance with the Company's pricing policies.
* Handle customer complaints promptly effectively and report potential claims.
* Keep management informed of local competition and market conditions.
* Carry out sales and merchandise programs as directed and recommend new items for stock.
* Maintain current customer records, files, and reports of business transactions; assist in collection of past due accounts.
* Participate in training session, trade shows, and sales meetings as requested.
* Demonstrate products after sale when necessary.
* Other duties as assigned.

**Requirements**
Minimum Job Requirements
Minimum of 1 year experience required
High school diploma or GED required

Preferred Job Requirements
2-3 years’ experience preferred
Four-year degree preferred

**Knowledge, Skills, Abilities**

Knowledge

* Knowledge of product line and pricing
* Knowledge of business administration, sales, and marketing
* Fluent Spanish speaking and written skills preferred.

Skills

* Negotiation skills

Abilities

* Ability to learn our business and to work independently to achieve goals
* Ability to sell and be persuasive

**Working Conditions**Extensive travel required, including some overnight travel.  Ability to drive and operate a motor vehicle with a valid driver’s license.

EOE Minorities/Females/Protected Veterans/Disabled
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