BLANCO America

Title: Business Development Representative

Location: Home office (Should live in the New York Metro area.)

Job Type: Full-Time (Entry Level)

Compensation Type: Salary  Wage: $40,000 + Bonus

Start Date: 5/23/2016

Job Description:

Support sales in the region by increasing pull-through demand of BLANCO products, calling on indirect customers, and training distributors, dealers, indirect customers and independent sales representatives plus taking direct responsibility for underperforming accounts.

Primary Responsibilities:

- Using available reference tools to generate and develop secondary prospects in order to increase revenue.
- Scheduling appointments and cold calls to establish new opportunities.
- Work with regional manager and the local representative to tie the local distributors into the secondary business.
- Deliver sales presentations, product training and programs to enhance the skills of independent sales representatives and to distributors, dealers, architects, designers, fabricators, builders, and remodelers.
- Take direct responsibility for assigned underperforming accounts along with the independent rep. Responsibility includes, but not limited to the overall revenue growth.
- National travel to promote BLANCO to the secondary sales channels for sales blitzes.
- Assist the region manager and independent representative in achieving sales revenue/budget numbers for the assigned territory.
- Provide product quotes as needed.
- Assist the Regional Sales Manager with implementing and analyzing incentive programs for builders to secure business within the territory.
- Identify and track industry trends and issues. Recommend an expedient and appropriate action plan to the Regional Sales Manager.
- Meet all weekly, monthly, quarterly and yearly internal report deadlines.
- Functions as a representative of BLANCO, acting in a professional manner as a liaison between the end user, customer, and internal departments.
- Ability to work autonomously without field supervision.
- Understands and supports established sales policies and procedures to provide proper and effective treatment to customers.
- Applies knowledge of company products and services to provide quality customer service.
- Manages travel and entertainment expenses to meet the assigned budget.
- Reviews and resolves customer complaints in a professional and timely manner as directed and/or required.
- Represents BLANCO at trade shows as required.
• Overnight Travel to customer locations to work with the reps and understand the customer base. A personal car with a valid U.S. Driver’s License is required. Commercial airline travel is necessary (should have a valid U.S. Passport).

Qualifications:

• Bachelor’s Degree (Business Major is preferred, but not required)
• Oral Communication Skills (Fluent English)
• Written Communication Skills
• Diplomacy
• Organization
• Computer Skills - MS Office (Word, Excel, PowerPoint, Outlook)
• Analytical
• Flexibility
• Customer Relations
• Creativity
• Problem Solving
• Planning
• Professionalism
• Presentation
• Negotiating
• Time Management

Application Instructions:

Email resume and cover letter to hr@blancoamerica.com.

About the Organization:

BLANCO is a family company that was founded in 1925 and for three generations has quietly and passionately elevated the standards for luxury kitchen sinks, faucets and decorative accessories. Proud of its European heritage and award-winning German engineering, BLANCO is steadfastly committed to their tradition of high quality, innovative design and unsurpassed service. Today, BLANCO is the only supplier in the world to produce its own sinks from start to finish in three materials. Dedicated to quality without compromise, every sink is closely inspected many times before it receives the BLANCO name.

The foundation of our success is BLANCO’s 1,250 worldwide employees. One particularly notable aspect of BLANCO is the outstanding loyalty of its employees. This is based largely on the respectful and appreciative manner with which our staff treat each other, plus the highly-developed corporate culture and strong value orientation, all of which our employees sum up under the term the "BLANCO Spirit".

BLANCO America is a subsidiary of BLANCO GmbH + Co KG and has operated in the United States since 1988. BLANCO America is responsible for the development, sales, marketing, distribution, and service of all BLANCO products in the U.S.

www.blancoamerica.com