



FLEXSTEEL®

Job Posting

Title of Position: Sales Representative-Georgia

Classification: Commission

Supervisor: Regional Sales Manager

POSITION OVERVIEW:

The Sales Representative-Georgia is responsible for delivering the company goals within an assigned region while also cultivating new business with top regional accounts. Sales Representative-Georgia works closely with Regional Sales Manager, Inside Sales, and peers in pursuit of profitable revenue growth within the territory and new business growth.

DUTIES AND RESPONSIBILITIES:

Meet and exceed monthly, quarterly, and annual sales revenue objectives.

Create and maintain Key Account level plans

Accurately forecast demand to drive S&OP effectiveness.

Drive significant eCommerce growth through existing and new customers.

Promote both the Flexsteel and Homestyles brand

Research, target, and align with Industry Top 100 Accounts

Identify emerging distribution channels in e-Commerce segment and expand distribution into these channels.

Increase revenue and profitability of existing customers through targeted Customer Product Profitability actions.

Work closely with Region Manager to escalate new business development activities with Industry Top 100 and emerging channels.

EDUCATION & EXPERIENCE DESIRED:

Bachelor's degree field of Sales or Marketing, or an acceptable combination of education and experience. Significant level of relevant work experience required. 10 years of furniture industry specific experience as a sales representative and other sales support function is preferred. Experience in strategy, management/budget holding, product, beneficial.

Strong history of driving growth with Industry Top 100 Accounts.

Strong communication and interpersonal skills required

Excellent customer service skills

Proficient in Microsoft Office suite of products.

Flexsteel Industries, Inc. offers a competitive salary, along with an excellent full-time benefits package, paid holidays, a friendly, supportive work environment, Flexsteel furniture discounts, and professional growth opportunities.

EEO/AA Employer Disabled/Veteran

Application Instructions:

Please apply online at <http://www.flexsteel.com/about-us/careers>