

S. Freedman & Sons is looking for professional Relationship Managers with business to business sales experience to manage the growing markets through consultative sales while driving revenue growth and bring in new business.

What we offer:

- Competitive Salary
- Annual Bonus Opportunity
- Laptop provided
- Expense Reimbursement

Job Purpose:

Generates revenue by developing market potential through lead generation, qualification, and closing sales; recommending new products and services and developing relationships with their customers. Must be sales driven with strong sales talent and communication skills, positive assertive attitude, and successful work history.

Duties:

- Identifies market potential by qualifying business accounts.
- Initiates sales process by scheduling appointments; making initial presentation; understanding customer needs. Closes sales by building rapport with potential account; cold calling, explaining product and service capabilities; overcoming objections; and opening new accounts.
- Expands sales in existing accounts by introducing new products and services; developing new applications, finding customer solutions.

Skills/Qualifications:

- Presentation Skills
- Verbal Communication
- Confidence
- Closing Skills
- Independent
- Coachable
- Territory Management
- Prospecting Skills
- Commitment
- Persistence
- Meeting Sales Goals
- Resilience

S. Freedman & Sons is a family owned and operated distributor of restaurant, paper and janitorial supplies serving the Washington DC metro area for more than 110 years. Integrity, innovation, stability and the desire to meet the needs of our customers has helped us serve over 10,000 businesses in Maryland, Virginia and the Washington DC markets.