

## Resource Utility Supply Co. is looking for entry level candidates for the position of Contractor/Municipal Sales.

Email your resume & cover letter including your response on the following question:  
*"What are the qualities you feel are important in building a customer's loyalty?"*  
*Discuss those qualities and those that you would support from your employer.*

### JOB DESCRIPTION:

- Pioneer new sales leads within territory while exploring new areas for market penetration.
- Make frequent presentations to wide range of customer contacts
- Become a solutions consultant to your customers and develop into an expert information manager for one to two major products to aid fellow sales persons in presenting solutions to their customers
- Work closely with marketing department to strategically establish marketing campaigns in your territory to maximize your success.
- Potential to expand position into territory manager role

### JOB REQUIREMENTS:

- Previous sales experience helpful, but will train right candidate
- Two year degree with courses in marketing, sales, speech, business
- Ability to acquire information and insight into customer's product requirements, potential spending ability, and key personnel.
- Ideal candidate must possess good presentation skills
- Must be able to tailor sales approach across the customer's personnel from job operators, to job foreman, to superintendent to village trustees.
- Experience in basic MS Office programs
- Successful completion of sales skills course and test given by Resource Utility

### COMPENSATION & BENEFITS:

- \$45,000 base with commission potential
- Sales training & professional industry education
- 401K
- Health & life insurance
- Vacation, sick, personal, holiday pay
- Expense reimbursement, personal laptop computer, cellular phone
- Strong advancement potential in a fast growing company

**FOR CONFIDENTIAL CONSIDERATION, please email: [careers@resourceutility.com](mailto:careers@resourceutility.com)**



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[www.resourceutility.com](http://www.resourceutility.com)

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