



## Field Sales Representative

Norman International Inc.

\$51k - \$56k / year Full-time

### Job details

Salary:

\$51K-56K Annually DOE

Job type: Full-time      Shift: Day shift      Weekly day range: Monday to Friday  
Rotating weekends

License/Certification:  
Driver's License (Required)  
Current Auto Insurance (required)

### Location

Paterson, NJ      Remote (within location)

### Benefits

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- On-the-job training
- Paid time off
- Vision insurance

### Full job description

The Field Sales Representative will have the flexibility to work their own schedule (within certain guidelines) and will be required to interact extensively with store associates. You will be required to provide services that range from performing product sample installations, cutting machine trouble-shooting and maintenance, and maintaining display appearance in stores as well as providing excellent customer service.

### Essential Responsibilities:

- Clear understanding of our products: window blinds, shades and shutters.
- Ability to retain product information and efficiently communicate to store associates.
- Conduct group Product Knowledge (PK) training on our products with in-store associates.
- Installing in-store signage on product displays and maintaining appearance by dusting/cleaning area.
- Travel to customer store locations as required and maintain a consistent call cycle with assigned store territory. Must be willing to drive to several store locations per day.
- Log store visits in Salesforce app. Cell phone, laptop and reimbursement on mileage will be

provided.

- Upkeep company displays and set brochures. Assess inventory levels of marketing materials and reorder supplies as needed.
- Ensure excellent customer satisfaction by demonstrating his/her commitment to resolving customer problems and delivering quality services.
- Responsible for care of all company property such as company cellphone, computer, tools and test equipment.

### **Requirements:**

- Experience in retail sales and/or service to department stores/mass merchants/home centers/DIY stores is a PLUS but not required. We will provide training for qualified individuals.
- Effective communication, presentation, time management and interpersonal skills.
- Experience using Microsoft Office and Salesforce are a plus.
- Able to work independently and with minimal supervision.
- Willing to travel (mileage and other travel expense will be reimbursed.)
- Able to work flexible hours, including evenings and weekends.
- Have valid driver's license and dependable vehicle and current auto insurance.
- Able to lift about 15 to 20 lbs.

### **About Us:**

With more than 50 years of unwavering passion for quality, Norman Window Fashions is among the world's largest and well-respected manufacturers of window coverings. Our long-standing commitment to quality and craftsmanship have made us the number one choice for homeowners who demand only the best.

*Norman is an equal opportunity employer of all qualified individuals; including minorities, women, veterans, and individuals with disabilities, and regardless of sexual orientation or gender identity. Norman will consider for employment qualified applicants with criminal histories in a manner consistent with all federal, state, and local ordinances.*

---

**Apply Now**