

## **Outside Sales/ Account Manager – Virginia Beach/ Norfolk area**

Rayco Supply, Inc., an Industrial Supply Company to the Department of Defense, is in search of an Outside Sales Professional to come grow with us. Our nearly 30 year old successful company is a team oriented one with a focus to exceed our customers expectations. Offering base salary pay, with 30 & 90 reviews based on retention of training information & performance, bonus plan, and full benefits to a qualified, hard working, and self-motivated individual.

### Qualifications

- Prior Navy with experience in Damage Control, Repair, Flight Deck or Supply preferred
- Knowledge of Industrial Equipment, Tools, and Fire Fighting Supplies
- Knowledge/ Understanding of U.S. Navy & Supply System a plus
- Motivated, Disciplined Self Starter with Friendly Demeanor and Strong Work Ethic
- Detail-Oriented and Organized
- Understanding of Microsoft Office, Outlook, Word, Excel
- Demonstrate Ability to Overcome Objections
- Valid Driver's License and reliable transportation
- Must be able to Pass a Federal background check to obtain a Contractors Badge
- Excellent Relationship Building Skills
- Excellent Time Management Skills
- Excellent Verbal & Written Communication Skills

### Responsibilities

- Provide Excellent Customer Service
- Understand and Develop Working Knowledge of Core Product Line
- Understanding of Navy Supply System & Contract Vehicles
- Maintain and Grow Existing Accounts
- Maintain and Update Customer Contacts and Account Information
- Develop New Accounts
- Communicate Clearly with Inside Staff and Management
- Meet or Exceed the Business Sales Goals
- Regularly meet with Sales Supervisor to review weekly sales activities, progress on goals, and status of prospective customers
- Additional duties and responsibilities as required or assigned

Position is Entry to Mid-Level, EOE

For Immediate Consideration E-Mail resume to [jobs@raycosupply.com](mailto:jobs@raycosupply.com)

Compensation Depends on Experience