



1925 Preble Ave.
Pittsburgh, PA 15233
Phone: (800) 486-1832
Fax: (412) 321-7838
Website: www.trianglefastener.com
Email: sales@trianglefastener.com

"Fastening Systems and Solutions for Commercial Construction"

JOB POSTING

Date: October 31, 2017

Position: Outside Sales / Satellite Representative

Reports To: Branch Manager

Location: Baltimore / Northern Virginia / Washington DC Territories

Salary: Negotiable

When you join the Triangle Fastener Corporation team, you become a part of one of the most respected fastener companies in the USA. Our sales people are proud of their fastener knowledge and are committed to providing the best service available. The Triangle Fastener Corporation sales person offers solutions to the specialty contractors in commercial construction.

We are seeking an **outside sales person** to join our company at our **Baltimore, MD branch** to cover a sales territory that includes Baltimore, MD, Northern Virginia, and Washington, DC.

Job Description:

An outside sales person with the Triangle Fastener Corporation is responsible for growing sales profitably in an assigned territory using a proprietary system. At the Triangle Fastener Corporation, we value our relationships with contractors, and all sales people are encouraged to continually strive to develop relationships. As an outside sales person for the Triangle Fastener Corporation, you will cover a geographic territory covering existing accounts and prospecting for new accounts.

Responsibilities:

- Attain sales and margin goals
- Develop relationships with key decision makers
- Call on existing accounts and prospect for new accounts in a geographic manner
- Develop and implement plans for your sales territory growth

Qualifications:

- Minimum 2 year degree



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- Previous experience in construction fastener industry will receive priority in the selection process
- Experience selling roofing, drywall, metal building, and other specialty contractors
- The ability to solve problems with an openness for new ideas
- The ability to communicate and work well with other employees
- Self-starter with an entrepreneurial spirit

Do you have previous outside sale experience?

Do you have previous fastener sales experience?

Do have previous experience calling on contractors, either commercial or industrial?

If you meet these qualifications of the Outside Sales Representative please submit your resume to sales@trianglefastener.com.

Benefits:

This is a full time position with a company car, major medical, and 401k. The compensation for this position will be salary with a monthly performance based bonus.