



Residential Sales Consultant – Wisconsin Territory

Aetna is one of the largest wholesale distributors of wood, wood-related, laminate, solid surface, and other industrial products in the country. We are a premier Midwest distributor with over 85+ years in the industry. We have 5 warehouses throughout the Midwest and over 135 employees. Our corporate office is located in Maywood, IL. Learn more about us at <http://AetnaPlywood.com>

Do you relish the opportunity to be part of a team environment? Do you get about being at the top of the leader board and achieving sales goals? If so, we are looking for you.

We are seeking an Inside full-time Residential sales consultant to join the team in our Maywood or Rockford, IL, locations.

In this position the primary focus is on the demand-capture activities required to deliver Aetna product specifications and sales of some of our premier products specifically for kitchen & bath dealers, remodel businesses, residential K&B installers, home centers/lumberyards (w/K&B centers), single and multifamily builders. You will utilize your communication skills and sales knowledge to represent the company and our products while establish new customers with your outbound calling/sales efforts. You will plan and execute effective sales strategies to provide show merchandising and displays. The effectiveness of the outside sales role is realized when experience, professionalism, preparation and resolve to deliver sales and achieve growth goals support the maniacal pursuit of customer satisfaction and new business development.

Qualifications

High School Diploma required; however, some college would be preferred. A minimum 3 years' experience in Interior Building Materials Sales, Kitchen & Bath Dealer Sales, Builder Sales or Home Center (Kitchen Department) Sales would be ideal. Demonstrated ability to create demand through merchandising and specification generation to deliver sales goals. Prefer experience with decorative surfaces (i.e.: HPL, Solid Surface, Quartz Engineered Stone, Granite), decorative and functional hardware and/or kitchen cabinets. Proficient with Microsoft Suite and ERP experience is a major plus. Excellent customer service and communication skills, and a self-starter who works well independently, have a strong ability to multi-task and possess a professional demeanor.

Aetna Plywood offers a comprehensive benefits package that includes Major Medical, Dental, Vision, Life Insurance 401(k) and Profit Sharing.

Apply on www.indeed.com

Maywood Residents Send your resume to jobs@aetnaplywood.com

Maywood, IL
1401 St. Charles Rd.
Maywood, IL 60153
P 708.343.1515
F 708.343.1616

Rockford, IL
1931 Eleventh St.
Rockford, IL 61104
P 815.968.0921
F 815.968.4720

Indianapolis, IN
6350 Brookville Rd.
Indianapolis, IN 46219
P 317.353.6281
F 317.356.3503

White Bear Lake, MN
4250 Otter Lake Rd.
White Bear Lake, MN 55110
P 651.407.2800
F 651.407.2801

Horn Lumber
4700 West 19th St.
Cicero, IL 60804
P 773.847.7397
F 773.847.7798