

Position title: Commercial Consultant / Product Representative

Territory: Gettysburg to Scranton, I-81 Corridor

Company Information:

Fessenden Hall Inc. is a family-owned wholesale distributor of specialty interior building products for both the residential and commercial design markets that has been serving the industry since 1890. We offer products including Wilsonart laminate, Wilsonart solid surface, Karran sinks and Colorquartz quartz surfacing. Fessenden Hall also offers a complete line of wood veneers, hardwood plywood's and substrates for all your cabinet, millwork and countertop projects.

The touchstones of our business are truthfulness, quality, courtesy and reliability. We value personalized service above all else.

Job Description:

The Commercial Consultant is a full-time position responsible for A&D and K&B account customer service and developing new relationships while managing existing relationships. The ideal candidate will be expected to create awareness for the brands and products distributed by Fessenden Hall while providing product knowledge, gaining project leads / specifications within their assigned geographic area. The Commercial Consultant is part of a larger specification team that works closely with the outside sales department and product managers to identify high volume projects in the planning stages to target for follow-up and assist in bringing those projects to close.

Specific Roles/Responsibilities:

- Services existing accounts and establishes new accounts by planning and organizing daily work schedule to call on existing or potential A&D firms and K&B showrooms.
- Manage and maintain customer database and collateral inventory.
- Adjusts content of sales presentations by studying the type of A&D firm and their market segment.
- Manages, submits and follows up on sample orders and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual sales goals.
- Maintains professional and product knowledge by attending educational workshops; reviewing technical and sales data; establishing personal networks; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

Requirements include:

A Bachelor's degree in Architecture, Interior Design or similar discipline with at least 3 years of experience preferred. Also, strong interpersonal, communication and presentation / demonstration skills, knowledge of computer systems / programs / social media, demonstrated ability to organize and manage time, personal and professional motivation, knowledge of local / regional markets preferred.

Able to carry, lift and install various collaterals weighting up to 35 lbs. A current driver's license and good driving record. Regular daily travel with occasional overnight travel and must live within geographic territory.

Fessenden Hall offers a competitive compensation program and excellent benefits including medical, dental and 401(k). A company car, laptop and phone are provided.

For consideration please submit (email) your resume to:

Attn: Brian A. Parent
Fessenden Hall Incorporated
1050 Sherman Avenue
Pennsauken, NJ 08110
brianparent@fessendenhall.com
Please no phone calls