

## **Outside Sales – Butler, WI**

What began in 1913 as a small manufacturer of pipe insulation has grown into the number one choice throughout the country for virtually all insulations and accessories from pipes to HVAC to roofing products. Headquartered in St. Paul, Minnesota, MacArthur Co.'s huge selection of best-in-class products and our strong dedication to customer service has helped us become the preferred reseller for contractors around the country – many of which have been our customers for multiple generations.

MacArthur Co. is an employee-owned company. So when you work for us, you're more than a staff member—you're an owner. Our highly-competitive employee stock ownership plan gives you a larger stake in your work and can help you retire in more comfort. MacArthur Co. offers competitive salaries and robust benefits packages, including: 401k, health and dental insurance and again our employee stock ownership plan.

### **Job Description**

Make in person sales calls to commercial HVAC and mechanical insulation contractors in southeastern Wisconsin (Milwaukee market). Manage your territory in a professional manner and provide first class customer service.

### **Responsibilities**

- Prepare quotes and close sales.
- Determine customer needs and propose appropriate product solutions.
- Acquire new business.
- Achieve sales goals.
- Work closely with inside Sales, warehouse personnel and management.
- Develop and maintain a thorough knowledge of our products and services.
- Maintain awareness of market changes and competitor's actions.

### **Required Qualifications**

- Excellent verbal and written communication skills.
- Must be organized and good with time management.
- Must present and communicate oneself in a professional manner.
- Must be self-motivated and able to work independently to meet or exceed sales goals.

- Possess strong presentation, negotiation, and closing skills.
- Strong analytical/problem solving skills.
- Computer proficiency.
- Experience in developing and executing territory sales strategies.
- Previous cold call experience and knowledge of building materials a plus.

#### **Preferred Qualifications**

- 2 or more years of sales experience.
- Construction industry experience.
- Ability to read a blue print.

#### **Employment Type**

Full-time

#### **Benefits & Compensation**

- Paid Time Off (PTO)
- Profit Sharing Stock Plan – Amounts to 10-20% of your Annual Pay
- 8 Paid Holidays Each Year
- Outstanding Benefits
- Great Medical Benefits - HealthPartners Network and low premiums
- 401k Investment Account – Includes Matching Contributions
- Employer paid Life & Disability Insurance
- Base Salary plus commission.
- Company vehicle.

To apply via email, please send your resume to [mszerbat@macarthurco.com](mailto:mszerbat@macarthurco.com).

Check out the [About Us](#) section for [Our Story](#) to learn a little more about MacArthur Co.  
[www.macarthurco.com/about-us/our-story](http://www.macarthurco.com/about-us/our-story)