



JOB OPENING – Counter Sales for Commercial Doors & Hardware – N. Kansas City

Walsh Door & Security is the Midwest's leading provider of premium commercial door, frame, hardware and electronic security products and services. We are seeking a self-motivated and detail-oriented salesperson to work in our North Kansas City office. This person will primarily sell commercial doors, mechanical door hardware, and frames, with a secondary focus on commercial access control systems and surveillance cameras. The position will be based at the sales counter for our walk-in business. The successful candidate will grow the sales business by developing their own customer base and eventually calling on end users in the field. If you have a desire to work for a 150-year-old Midwest-based company and want the challenge to help grow a fast-paced, small business in the North Kansas City area, this is a great opportunity!

Job Responsibilities:

- Grow the Walsh Door & Security Business via our customer sales counter. This will be done through assisting walk-in customers, following up on website leads, and answering inbound customer calls. The successful candidate will provide product technical expertise and high-quality customer service.
- Complete door, frame and hardware orders for customers from start to finish.
- Assist Hardware Room during peak demand by helping pull orders for customers.
- Trouble-shoot commercial door hardware issues.
- Meet with decision makers to influence the purchase of our vast line of commercial door, hardware and security products.
- Other tasks and duties as assigned.

Job Qualifications:

- Applicant must have outstanding customer service skills and strong desire to grow the sales.
- Sales experience in the Kansas City market required.
- Two (2) years of commercial door hardware experience required.
- Must constantly learn new commercial door, frame, hardware and security applications.
- High School degree or equivalency required. Four-year degree preferred.
- Individual must be committed to excellence in detail, cleanliness, organization, follow-up, and verbal and written communication skills, as well as ability to develop strong business relationships.
- Must have proven ability to handle large workload, multitask, and maintain a positive attitude.
- Must be willing to work outside of defined responsibilities to correct deficiencies, problems and unexpected events.
- Must be extremely dependable with an exceptional work ethic.
- Professional ethics, tact, and courtesy when dealing with customers and employees a must.
- Some travel and overnight stay may be required.
- Must pass pre-employment drug screen, and background check. Must be able to lift and move up to 50 lbs. on a regular basis. Must have a current driver's license.

Benefits:

- Health Insurance – Highly competitive, quality health insurance for single- or family-coverage options available with full-time positions. Company pays majority of premium.
- 401k Savings Plan – Company contributes up to 4% of wages.
- Life Insurance – 100% company paid \$50,000 life insurance policy.
- Short Term Disability – 100% company paid policy.
- Long Term Disability – 100% company paid policy.
- Holiday – 7 paid holidays during 2019.
- Vacation – Personal Time Off program starting on hire date.
- Dental Insurance – Delta Dental of Iowa.

To apply or for more information about our company, go to www.WalshDoor.com.

Walsh Door & Security is an Equal Opportunity Employer.