



## Inside Salesperson

LENCO Supplies is looking for full-time Inside Salespeople for all three Western New York Len-Co locations: South Buffalo, Kenmore, and Williamsville.

Customers come to LENCO for quality building materials at great prices. Our friendly Inside Sales Team guides customers to the correct products at the best prices so that the products can be loaded on the customers' vehicles, or our delivery trucks, quickly and efficiently.

Inside Salespeople greet customers in the store, on the phone, and via email with an array of product knowledge and the ability to "show and tell" with product displays and web links. When it is time to purchase, the Inside Salesperson's thorough understanding of our Point-of-Sale software system allows for a smooth ordering process where the correct type of order is created, and the proper payment is received. Inside Salespeople will often assist in the carry-out of sold products and may need to lift materials weighing up to 85lbs if necessary.

Inside Salespeople are excellent communicators and organized: great at listening, empathetic, enthusiastic, diligent in note-taking, and consistent with following through on their promises. Sales success is measured by the ability to maximize sales volume gross margin,, order accuracy, and positive customer feedback.

### Your Strengths

- Desire to help others solve problems
- Self-motivated, entrepreneurial spirit
- Positive attitude
- Good memory

### And it Sure Doesn't Hurt to Have...

- Prior retail sales experience
- Knowledge of building products
- A desire to win business

Do you think this is the job for you? Do you know of anyone that would be a good fit? Follow the link below to go to our "Careers" page to see more, including our application:

<https://lenco.supplies/careers/>