

Position:

Outside Sales Representative

Location:

Detroit, MI

Job Description:

Our Outside Sales Representative will develop new prospects and interact with existing customers to increase sales. This position will serve as a sales consultant, responsible for prospecting new accounts, retaining existing accounts and increasing opportunities with existing customers. The ability to actively develop strong relationships is a necessity.

Requirements:

- Prior outside sales experience
- Willing and able to conduct on-site customer visits with new and existing customers
- Secondary education is a plus
- Previous related experience is a plus

About WireXpress:

WireXpress is a \$100 million redistributor of wire and cable, data communications, physical security, industrial networking and related support products. We are owned by an \$8 billion Fortune 500 company with over \$1 billion in inventory, but we are separately managed and sell exclusively to distributors. WireXpress was created in 1988 to help distributors grow their sales by being able to quote more often and write more sales orders with more lines through additional access to brands, inventory and pricing.

Contact:

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