

Multi-Housing Depot is a wholesale distributor dedicated to the multi-housing industry, specializing in 8 different types of housing; including but not limited to conventional apartments, military housing, as well as student and senior housing. MHD is a distributor of kitchen & bath doors, cabinets, counter tops, appliances, windows, patio doors and closet organizers. MHD doesn't just bring the kitchen sink; we bring kitchens, from lights to flooring outfitting multi-housing communities across the nation with focus in the Mid-Atlantic. MHD is also the manufacturer and distributor of the cabinet brand, Acacia Cabinetworks.

Our history began over 120 years ago as a family tradition in 1894 with deliveries made by horse-drawn carts. We began appliance sales in 1987, opened up our own manufacturing facility in 1994, expanded into our Window and Door division in 2003 and today we are continuously improving our service and manufacturing capabilities with cutting-edge technology.

## **TERRITORY SALES MANAGER**

Central NJ - Ocean, Monmouth, Middlesex, Somerset, and Hunterdon Counties

If you are looking to make up to \$80,000 the first year, then come join a family owned growing organization.

Corporate Office, Shop and Warehouse located in Burlington, NJ; Maryland Branch located in Hanover, MD.

### **Responsibilities:**

- Grow customer base within territory while providing excellent customer service.
- Achieve Sales Goals.
- Make calls to existing customers and potential new customers.
- Prepare presentations, proposals and bids.
- Participate in Industry Trade Shows.
- Attend and participate in Company Sales meetings, Training Sessions and Seminars.

### **Requirements:**

- College/University Degree or related work experience preferred.
- 1 year experience in Business to Business sales.
- Experience in cold calling and prospecting new business.
- Excellent presentation skills.
- Valid clean driver license.
- Able to lift up to 55 pounds.
- Must reside within the territory.

### **Skills:**

- Proficient with Microsoft Office – Outlook, Excel and Word
- CRM - Customer Relations Management Software.
- Sales, Marketing and Closing.
- Organization and Time Management.
- 20/20 Cabinet Experience Preferred

As part of our post offer, pre-employment process, we require that the candidate agree to submit to drug & alcohol tests and background screenings.

We offer a comprehensive benefits package that includes:

- Company vehicle provided
- Section 125 Major medical, health, prescription and dental plans, Flexible Spending
- 401K with company match.
- Company paid Life/ LTD/AD & D Insurance
- Direct Deposit
- Paid Time Off and Holidays

Salary History Required