



COUNTER SALES

POSITION DESCRIPTION

Position: Counter Sales

Reports to: Branch Manager

Classification: Hourly Non-exempt

Department: Inside Sales

Developed: Feb 2021

Job Summary:

The Counter Salesperson will assist customers with purchasing product. This individual ensures the showroom and warehouse are kept organized and stocked.

Essential Functions:

- Greet customers as they come into the branch or call on the phone
- Order taking, invoicing and quoting
- Research and place special orders with vendor or Purchasing Dept.
- Verifying pricing accuracy
- Prepare orders for will call, delivery or shipping
- Follow up on Direct ships and Deliveries
- Keep accurate and detailed notes
- Cycle counting inventory
- Keeping KRS email and calendar current
- General housekeeping of the showroom and warehouse
- Keeping showroom stocked
- Help customers troubleshoot various technical issues
- Performs other related duties as assigned

Required Skills and Abilities:

- Ethical conduct
- Excellent sales, customer service, and interpersonal skills
- Excellent verbal and written communication skills
- Excellent organizational skills and attention to detail
- Ability to prioritize tasks, delegating when appropriate
- Proficient with Microsoft Office Suite or related software
- Product knowledge
- Good understanding of ERP system

Education and Experience:

- High School Degree or GED required
- At least two (2) years' experience in HVAC/R Industry
- Bachelor's degree preferred
- Two (2) years of Sales experience highly preferred

Physical Demands:

In order to successfully perform this job you must be able to meet the physical demands.

The employee is required to talk and hear; sit and stand for long periods of time; walk; use hands to type and file; and reach with hands and arms. The employee must frequently lift and/or move objects up to 25 pounds.

Environment, Position Type and Hours of Work:

This position operates in an office/ warehouse environment. The Counter Salesperson routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines.

This is a full-time position. Days and hours of work are Monday through Friday, 7:30a to 5:00p.

Supervisory Responsibilities:

This position has no supervisory responsibilities.

Travel:

No travel required.

Culture Index Survey:

Below is a link for the Predictive Index® Behavioral Assessment. This assessment is required in order to complete the application process. Please set aside 5-10 uninterrupted minutes for completion, although you have unlimited time to complete the assessment once it is started. This assessment does not measure intelligence, education or experience. It simply evaluates your work and communication styles. The goal is to gauge your compatibility with our company culture and the position.

[Please Click Here to take the Culture Survey Index](#)

APPLICATION FOR EMPLOYMENT

PRE-EMPLOYMENT
QUESTIONNAIRE
AN EQUAL
OPPORTUNITY EMPLOYER

LAST FIRST MIDDLE

PERSONAL INFORMATION

NAME (LAST NAME FIRST)			SOCIAL SECURITY NO.	
PRESENT ADDRESS	APT. NO.	CITY	STATE	ZIP
PERMANENT ADDRESS	APT. NO.	CITY	STATE	ZIP
ARE YOU 18 YEARS OR OLDER? YES NO		PHONE		

DESIRED EMPLOYMENT

POSITION		DATE YOU CAN START	SALARY DESIRED
ARE YOU EMPLOYED NOW? YES NO	IF SO MAY WE INQUIRE OF YOUR PRESENT EMPLOYER? YES NO		
EVER APPLIED TO THIS COMPANY BEFORE? YES NO		WHERE?	WHEN?
EVER WORKED FOR THIS COMPANY BEFORE? YES NO		WHERE?	WHEN?
REASON FOR LEAVING			
NAME OF LAST SUPERVISOR AT THIS COMPANY			
WHO REFERRED YOU TO THIS COMPANY? EMPLOYMENT AGENCY NEWSPAPER ADVERTISING FRIEND STATE EMPLOYMENT OFFICE COLLEGE PLACEMENT SERVICE WALK IN OTHER			

EDUCATION

SCHOOL LEVEL	NAME AND LOCATION OF SCHOOL	NO. OF YEARS ATTENDED	DID YOU GRADUATED?	SUBJECTS STUDIED
GRAMMAR SCHOOL				
HIGH SCHOOL				
COLLEGE				
TRADE, BUSINESS OR CORRESPONDENCE SCHOOL				

GENERAL

SUBJECTS OF SPECIAL STUDY OR RESEARCH WORK
SPECIAL TRAINING
SPECIAL SKILLS

FORMER EMPLOYERS

LIST BELOW LAST THREE EMPLOYERS, STARTING WITH THE MOST RECENT.

NAME OF PRESENT OR LAST EMPLOYER				
ADDRESS		CITY	STATE	ZIP
STARTING DATE	LEAVING DATE		JOB TITLE	
WEEKLY STARTING SALARY	WEEKLY FINAL SALARY	MAY WE CONTACT YOUR SUPERVISOR?	YES	NO
NAME OF SUPERVISOR		TITLE		PHONE
DESCRIPTION OF WORK				
REASON FOR LEAVING				

NAME OF PREVIOUS EMPLOYER				
ADDRESS		CITY	STATE	ZIP
STARTING DATE	LEAVING DATE		JOB TITLE	
WEEKLY STARTING SALARY	WEEKLY FINAL SALARY	MAY WE CONTACT YOUR SUPERVISOR?	YES	NO
NAME OF SUPERVISOR		TITLE		PHONE
DESCRIPTION OF WORK				
REASON FOR LEAVING				

NAME OF PREVIOUS EMPLOYER				
ADDRESS		CITY	STATE	ZIP
STARTING DATE	LEAVING DATE		JOB TITLE	
WEEKLY STARTING SALARY	WEEKLY FINAL SALARY	MAY WE CONTACT YOUR SUPERVISOR?	YES	NO
NAME OF SUPERVISOR		TITLE		PHONE
DESCRIPTION OF WORK				
REASON FOR LEAVING				

REFERENCES

BELOW, GIVE THE NAMES OF THREE PERSONS YOU ARE NOT RELATED TO, WHOME YOU HAVE KNOWN AT LEAST ONE YEAR.

	NAME	ADDRESS	BUSINESS	YEARS ACQUAINTED
1				
2				
3				

SERVICE RECORD

BRANCH OF SERVICE	DISCHARGE DATE

HAVE YOU BEEN CONVICTED OF A FELONY WITHIN THE LAST 5 YEARS?	YES	NO
IF YES, EXPLAIN (WILL NOT NECESSARILY EXCLUDE YOU FROM CONSIDERATION)		

AUTHORIZATION

"I CERTIFY THAT THE FACTS CONTAINED IN THIS APPLICATION ARE TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE AND UNDERSTAND THAT, IF EMPLOYED, FALSIFIED STATEMENTS ON THIS APPLICATION SHALL BE GROUNDS FOR DISMISSAL.

I AUTHORIZE INVESTIGATION OF ALL STATEMENTS CONTAINED HEREIN AND THE REFERENCES AND EMPLOYERS LISTED ABOVE TO GIVE YOU ANY AND ALL INFORMATION CONCERNING MY PREVIOUS EMPLOYMENT AND ANY PERTINENT INFORMATION THEY MAY HAVE, PERSONAL OR OTHERWISE AND RELEASE THE COMPANY FROM ALL LIABILITY FOR ANY DAMAGE THAT MAY RESULT FROM UTILIZATION OF SUCH INFORMATION.

I ALSO UNDERSTAND AND AGREE THAT NO REPRESENTATIVE OF THE COMPANY HAS ANY AUTHORITY TO ENTER INTO ANY AGREEMENT FOR EMPLOYMENT FOR ANY SPECIFIED PERIOD OF TIME, OR TO MAKE ANY AGREEMENT CONTRARY TO THE FOREGOING, UNLESS IT IS IN WRITING AND SIGNED BY AN AUTHORIZED COMPANY REPRESENTATIVE."

SIGNATURE

DATE

I UNDERSTAND THAT ENTERING MY NAME ABOVE IN PRINT IS THE SAME AS SIGNING THIS APPLICATION.