

Job Description:

Responsibilities/Requirements (including, but not limited to):

1. Develop, maintain and grow a profit driven account base.
2. Meet established monthly sales and gross profit goals.
3. Have an intimate knowledge of the company supported products, programs and services to provide the customers accurate information.
3. Evaluate customer needs and make recommendations.
4. Prepare monthly/weekly sales plans while utilizing corporate sales tools.
5. Continue to improve ones selling skills by attending corporate, regional and manufacturer's sales training courses.
6. Help maintain store procedures, such as, warehouse order, safe working practices, movement of tires, paper flow and etc...
7. Coordinates service requests appointments with the service manager/department.
8. Manage customer assets by tracking casings, reconditioned wheels and credits.
9. Manage accounts receivables issues with quick and accurate resolution.
10. Deliver tires/rims to customers if required.
11. Develop a working relationship with the manufacturer's reps.
12. Maintains company property in accordance with established standards.
13. Conduct fleet evaluations and provide customers with cost analysis and benefits.
14. Promote Ziegler Tire in a positive light and help to attract "GREAT PEOPLE" to work for a "FOCUSED AND DRIVEN COMPANY"

Candidates must have excellent communication skills, be willing to work in a team environment, eager to succeed, have valid drivers license and have a minimum of 2 years of outside sales experience. Tire industry experience is preferred, but we are willing to train the right people. Ziegler Tire offers competitive pay/commission structure and excellent benefits including: comprehensive healthcare plan, company 401k, paid vacations and holidays, car allowance and fuel card . Pre-employment drug screen required. Ziegler Tire is an equal opportunity employer.