



**Counter Sales Manager
Claymont, DE**

Company Overview:

Rumsey is a dynamic, employee-owned electrical distribution company serving Eastern PA, NJ, DE and MD. In existence for over 100 years, Rumsey provides a competitive salary and benefits package, along with diverse opportunities for long term career development. Opportunities at Rumsey encompass a variety of skill sets and experience levels. The Rumsey team consists of over 250 employee owners that thrive in a fast-paced customer service environment. Rumsey just may be the company you've been looking for!

Benefits:

- Stock ownership
- 401(k) with employer matching
- Medical/Dental/Vision/Prescription
- Life and Disability Insurance
- Flexible Spending Accounts
- Company issued smartphone

Position Overview:

We have an opening for a Counter Sales Manager reporting to the Counter Operations and Sales Manager based out of our Claymont location. This individual will be responsible for the operation of their designated counter location. Responsibilities include, but are not limited to: continual sales growth and profit management, inventory management, training/managing/developing staff, and the overall administration of the building and equipment.

Essential Functions:

The essential functions are the tasks, duties and responsibilities that are critical to the job; the employee must be able to perform the essential functions with or without reasonable accommodation.

- Develop and maintain business relationships with existing and prospective customers.
- Strategically develop new market/customer segments to ensure continuous sales growth.
- Continually develop knowledge, skills and abilities of staff; monitor staffing level and select qualified candidates when needed.
- Coordinate training and annual performance evaluations of staff.
- Keep management informed of all competitive conditions and changes in the market place.
- Thorough knowledge of products.
- Administer and enforce company policies and procedures to staff; counsel as appropriate.
- Administer marketing promotions.
- Process orders/bids; enter into Eclipse business system.
- Operate forklift and pallet jack.
- Wire cutting.
- Frequently lift/move up to 20 pounds.
- Occasionally lift/move up to 70 pounds.

- Keep current on new product development.
- Create positive relationships with vendors.
- Successfully resolve customer issues timely and professionally; involve management as appropriate.
- Represent the company in a positive manner at all times.
- General housekeeping.
- Maintain security, openings and closings, oversee cash deposit activity; process cash and credit card transactions according to policy.
- Reconcile inventory discrepancies and adjustments.
- Assist in unloading delivery trucks and assist customers with loading product into their vehicle.
- Make deliveries using a company-owned vehicle.

Required Knowledge, Skills & Experience:

- 5 years of sales knowledge experience.
- Ability to effectively motivate staff to reach Company sales and profit goals.
- General knowledge of electrical products.
- Valid driver's license and acceptable driving record.

Desired Knowledge, Skills & Experience:

- High school diploma or GED.
- Strong oral communication skills.
- Proficient with Microsoft Office products (e.g. Word, Excel, etc.).
- Forklift experience.

If you meet the criteria outlined above, we encourage you to apply. To apply online, [Click Here](#) to complete our employment application.

Rumsey Electric Company is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, gender identity, disability, protected veteran status, or any other legally recognized status entitled to protection under the applicable federal, state, or local laws.