

SALES CAREER PROGRESSION



Inside Sales Coordinator/Sales Trainee

- Develops a comprehensive knowledge of UFP's products and procedures through on-the-job training activities.
- Assists in sales, customer service and production activities as assigned.
- Maintains frequent communication with customer base and account managers.
- Coordinates with production and shipping teams as required to meet customer expectations.
- Assists with managing inventory levels at on-site and off-site locations based on customer needs.

In-Store Sales Representative

- Assists customers with stocking, organizing P.O.P. materials, and supporting product sales.
- Regularly visits stores in accordance with proposal schedule and resolves store management concerns and problems.
- Conducts price comparisons and communicates information as required.

Account Manager

- Services and maintains positive relationships with current customer base.
- Identify customer needs and solve problems.
- Understand and perform cost savings analysis for customers.
- Generates new sales by promoting product line to new and existing customers.

Senior Account Manager

- Develops new customers through cold calling and other sales development activities.
- Solicits orders from established and new customers.
- Maintains information and records regarding customer purchases, inventories, marketing trends and preferences.
- Develops purchase orders and various sales contracts.
- Resolves customer problems or facilitates resolutions with other departments.
- Mentors sales trainees and account managers.

Executive Account Manager

- Mentoring with sales trainees, account managers and senior account managers.
- Develops new customers through cold calling and other sales development activities.
- Solicits orders from established and new customers.
- Maintains information and records regarding customer purchases, inventories, marketing trends and preferences.
- Develops purchase orders and various sales contracts.
- Resolves customer problems or facilitates resolutions with other departments.



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