We are a New England Electrical Mfrs. Representative. This is our 75th year in business seeking a key, career-minded Outside Sales Representative.

In our president's words: *"Technology and mechanics may change, but our industry is unique. Everything is gray. No two situations are ever the same. You need a certain mindset, deep knowledge, and experience to be successful. At Yanow, Inc. we confidently apply the same tenets and principles our founders lived by. Our manufacturers, distributors and contractors will tell you – our personnel understand the business, know everyone, are always there, and know what they are doing".*

As a core member of our Outside Sales team, you'll be interfacing with existing and potential customers, both in person and electronically, developing and maintaining relationships. At Yanow, we will train you to take on a consultant role at the contractor level, providing value through information and products. You'll negotiate with manufacturers, distributors and contractors, balancing the needs of all three parties to come to a solution that works for everyone.

If you enjoy selling, marketing, educating, helping, and creating a demand for new and innovative products and services, this position is for you.

Territories; Connecticut/Western Mass, and Greater Boston.
Main responsibilities; Strategic account development & management.
Primary customers and prospects; Electrical Contractors, Distributors, Energy-Related Influences.

Training provided by our leadership team.

Applicants should possess:

- The desire to grow within the organization
- Professionalism
- An outgoing personality
- The ability to present in front of small audiences, (customers/prospects)
- Reasonable technical capabilities
- The ability to read, understand, and utilize sales forecasting via electronic tools
- Proficient in Microsoft Office Suite applications
- Proficient oral, interpersonal, and written communication skills
- Organizational skills, and be detail driven
- A college degree preferred