

Company/Organization: Hajoca
Position: Sales Trainee (3 positions available)
Location: Little Rock, AR
Work Schedule: Monday – Thursday, 7:00 a.m. - 4:30 p.m. & Friday, 7:00 a.m. - 4:00 p.m.
Rate of Pay: \$35,000 – \$40,000/yr.
Website: www.hajoca.com

Company Profile

In 1858, one enterprising individual invested his life savings of \$200 to start a business grinding key stops for plumbers in Philadelphia. More than 150 continuous years of service later, that business is known as Hajoca Corporation. Hajoca has a robust history of helping to shape advances in plumbing. But we attribute our success to two simple truths – a unique business philosophy and talented people.

Hajoca blends the clout of a large company with the opportunity of a small one. We understand that tastes and styles are different from place to place, so a “one size fits all” approach does not work. Our businesses have the freedom to operate like any local company and our managers conduct themselves with the focus and passion of business owners, right down to the products they carry and the people they hire.

Job Description

A Hajoca Sales Trainee is expected to:

- Represent the company in a professional and ethical manner to employees, customers and suppliers
- Master every job position and acquire comprehensive product knowledge
- Build and develop strong relationships with the PC team
- Meet or exceed all performance goals
- Take initiative, resolve conflicts and solve problems
- Effectively listen, communicate, influence and persuade
- Exemplify Hajoca’s core values

Job Summary

Through “hands on training” and “day to day” mentoring, learn and master all profit center jobs and develop the necessary skills to be a successful Sales Leader.

Job Duties

- Actively pursue opportunities to learn each aspect of the business and why it’s important
- Lead by example—trainees are future Hajoca Leaders and should act like it every day
- Effectively listen, communicate, influence and persuade customers, teammates & vendors
- Meet all training goals and timelines
- Master every job position and demonstrate operational excellence in all areas
- Acquire comprehensive product knowledge
- Assume as much responsibility as possible and demonstrate leadership ability
- Make a difference by impacting the Profit Center in a positive way through daily work and business projects

Qualifications

Knowledge, Skills, and Abilities

- Active learner, responsible for his/her own development
- Able to learn and understand the Hajoca culture & business
- Able to build influential and lasting relationships
- Resourceful & responsible
- Challenges the status quo
- Takes initiative and demonstrates leadership

Education, Training, Experience

- College degree
- Demonstrated leadership skills in previous professional, educational and/or social environments
- Past experience in customer service, sales and/or management

To Apply

Go to <https://hajoca.taleo.net/careersection/ex/jobsearch.ftl?lang=en#>.