

# 2025 MBA Home Building and Remodeling Show - Job Board Posting

**Company Name:** **Werner Electric Supply**

**Job Title:** **Residential Business Development Representative**

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**Pay range (optional):** 0

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**Start** Mid-January

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**Company Website:** <https://www.wernerelectric.com/>

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**Contact for job posting:** Doug Thompson  
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**Job description and information:**

"A Great Place to Work."

You'll join a growing and innovative distributor of electrical products, services, and solutions that consistently ranks as one of the top electrical distributors nationwide. As an employee of Werner Electric Supply, we're committed to improving you and our workplace. You'll receive training and development, recognition for your hard work and successes, and opportunities to volunteer so you can positively-impact our customers and community. You matter to us, and we strive to retain our employees by providing career options, strong benefits, and a competitive compensation package.

**Minimum Requirements**

High School Diploma or Equivalent required. Bachelor's Degree in related field preferred.

Proven track record of at least two years of experience in a sales position

Must be proficient in Microsoft Office Suite.

Must have and maintain a valid driver's license.

Essential Duties and Responsibilities

Build and maintain a network of residential contractors and vendors.

Generate qualified leads and develop new customers in assigned territory through a variety of channels including cold calling, marketing strategies, and participation in industry events.

Responsible for own Sales AOP (Annual Operating Plan)

Collaborate with vendors and manufacturers to support customer needs.

Utilize a consultative selling approach focused on finding the best outcomes for the customer.

Help Drive Spec on residential builds (single and multi-family)

Collaborate with internal teams such as customer service, sales, product management, and marketing to develop comprehensive proposals, deliver tailored solutions and support.

Provide market feedback related to applicable industry trends, technologies, customer needs and identifying key products and vendors.

Maintain detailed reports of sales activities including loading prospects and activities or customer and vendor relationship problems through use of the customer relationship manager (CRM).

Coordinate customer trainings.

Responsible for company issued vehicle maintenance and upkeep and effectively manage expense accounts.

All other duties assigned.

Company Overview

Founded in 1948, Werner Electric Supply has grown from a small appliance store in downtown Neenah, WI into an award-winning employer and leading electrical distributor with 11 branch locations in Wisconsin and Upper-Michigan. Headquartered in Appleton, WI, we provide electrical, lighting, network, process, and inventory management solutions for a diverse group of industrial and construction customers. We are a growing, privately-held company with over 450 employees who uphold a family culture built around exceptional customer service. As a recent New North Workplace Excellence Award winner, we're dedicated to the continuous improvement of our people, products, and services to ensure the long-term success of our employees and customers. Apply today and find out why we're a "Great Place to Work."

**Employee Benefits**

Medical and Dental Insurance

Short & Long-Term Disability Insurance

Life and AD&D Insurance

401(k) Retirement Plan with company match

Paid holidays, vacation, personal, and sick days

Pet Insurance

Identity Theft Protection

Accident Insurance & Critical Illness Coverage

Tuition Reimbursement

Annual bonuses and merit increases based on performance

Employee Assistance Program (EAP)

Wellness Programs

Career Development & Leadership Training

Werner Electric Supply is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law