



## JOB DESCRIPTION

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**TITLE: Account Executive**

**DEPARTMENT: Louisville Sales**

**REPORTS TO: President**

**NUMBER OF DIRECT REPORTS: 0**

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Wholesale Hardwood Interiors (WHI), a leading supplier of interior doors, mouldings, stair parts, and specialty millwork, is seeking a driven **Outside Sales Representative / Account Executive** to serve the Louisville market. With a local showroom, office, and warehouse already in place, this is a rare opportunity to plug into a strong existing infrastructure while tapping into tremendous untapped market potential.

WHI has proudly served the industry for over 40 years, built on the values of **quality, service, and integrity**. We are looking for a confident, experienced sales pro who thrives in a commission-based role and is passionate about building relationships and closing business.

### How You Will Make an Impact

- Own and grow a sales territory in the greater Louisville area.
- Call on builders, remodelers, and contractors at construction sites and offices.
- Provide on-site product consultation and design guidance to customers.
- Develop and maintain customer relationships, providing high-touch service from quote through delivery.
- Work with inside sales and warehouse staff to fulfill orders efficiently and accurately.
- Proactively identify and pursue new customer opportunities in the market.
- Stay up to date on WHI's product lines and industry trends to educate customers.
- Troubleshoot and resolve job site issues in a professional, solution-oriented manner.
- Deliver polished sales presentations to customers and contractors.

### Experience and Skills You'll Need to Have

- Strong knowledge of doors, millwork, mouldings, and stair parts (required).
- Experience in outside sales or account management in the specialty building materials market.
- Highly self-motivated, entrepreneurial mindset. You know how to hunt and close deals!

*This job description represents an overview of the responsibilities for the above referenced position and is not intended to represent a comprehensive list of responsibilities. 11/12/2025*

- Excellent communication, follow-through, and relationship-building skills.
- Strong time management and organization; able to juggle multiple accounts and priorities.
- Computer literacy; CRM experience is a plus.
- Valid driver's license and reliable transportation.
- Commission-driven mindset with a desire for unlimited earning potential.
- Must be legally eligible to work as a 1099 Independent Contractor.

### **Why WHI?**

- Established territory with a local warehouse, office, and showroom.
- Unlimited commission potential. Your earnings reflect your hustle!
- Backed by 40 years of industry expertise and a reputation for quality, service and integrity.
- High-demand product lines and fast turnaround times.
- A team that values honest work, loyal customers, and long-term success.

If you know the millwork world, love the thrill of the sale, and want to work for a company that treats customers and employees with respect, **this is your next move!**