

Sales Executive Training and Development Program

FriendsOffice is Ohio's leading Independent Office Products Dealer partnering with Fortune 500 Companies such as HNI Corporation and GPC/SP Richards Company. Work in an environment where you will develop the skills to build a career in B2B (business to business) sales. Moreover, you will work directly with a mentor on a day to day basis that will guide, support and empower you. Your schedule will be a standard Monday through Friday work week with normal business hours! This is not just a job, but an opportunity for sales and marketing minded individuals to build a long lasting, successful career.

Our Culture - The Friends Effect

FriendsOffice believes in putting people before products. The average employee has 10 plus years with us and it's because they feel they make a difference. We have high expectations for those with talent and integrity, while mutual respect and honesty are what make our company a true success. We exist to serve our customers and provide solutions that assist them in the workplace!

We need you and your ideas to help fuel our passion for growth!



Learning and Development

Unlike other Entry Level Sales positions, our program does not throw you to the wolves! You will learn the industry and build your sales and marketing skills over time by working with experienced mentors. Expect to grow your knowledge of assessing needs, exploring and analyzing opportunity fit, building relationships, plus much more!

The Program

This program is designed to teach you real industry skills and strategies. Over the course of 1 year, you will be actively experiencing the day to day life in the world of sales. Participation in trade shows, sales meetings, customer meetings, research, strategizing, and even marketing will encompass your world. You will begin to build a portfolio of business with the guidance of an experienced sales and marketing professional!

Financial Gain

An aggressive entry level base salary plus bonus based on individual performance is what you will earn in our program. Paid vacation and holidays provide time off for friends and family, health and dental insurance, 401K options and disability insurance are some of the benefits provided. If you are motivated by money and driven to succeed, expect an above average income with us!

Career Path

After your Development Program is complete, you will enter into a position of Sales Executive with FriendsOffice. You will manage your own portfolio, prospect for new business and make commissions. In the future, you will be able to earn the privilege of mentoring individuals, like yourself, in the Sales Executive Training and Development Program. Moreover, there could be even more opportunities for leadership positions in other departments within the company!

What We Need From You

This position requires a Bachelor's Degree in a Business field such as Business Administration, Marketing, Sales and Entrepreneurship or related fields. Those who are chosen for the position must possess strong written and oral communication skills. Moreover, knowledge and use of technology and software is expected. Lastly, your career path does not limit you to one location. We have many locations throughout Ohio and Pennsylvania that you could further your career in!