
Role 1.1: Cabinet Sales Representative (relevant experience required)

Location: Opportunities available in Kansas, Missouri, Illinois, Indiana, Michigan, Ohio

Job Overview:

We are seeking a highly motivated and experienced Cabinet Sales Representative to join our team. In this role, you will represent and promote the products of three different cabinet manufacturers to our clients and customers. You will be responsible for developing relationships with dealers through (1) sales, (2) service and (3) training in the field. If you have a passion for cabinetry and a proven track record in sales, this could be the perfect opportunity for you.

Key Responsibilities:

Sales:

1. **Product Knowledge:** Develop a deep understanding of the cabinet products and resources offered by each manufacturer we represent, including their features, benefits, and customization options.
2. **Sales and Business Development:** Actively seek out new dealers and identify opportunities for sales growth with all accounts in a designated territory.
3. **Dealer Relationship Management:** Build and maintain strong, long-term relationships with dealers. Understand their business needs and preference to provide tailored cabinet solutions.

Service:

1. **Quoting and Pricing:** Prepare accurate price quotes for customers based on their specifications and requirements.
2. **Customer Support:** Address customer inquiries, concerns, and issues promptly and professionally. Provide post-sale support and assistance as needed.
3. **Reporting:** Maintain detailed records of sales activities, client interactions, and sales forecasts. Prepare regular reports for management and manufacturers.

Training:

1. **Product Presentation:** Conduct product presentations and demonstrations for clients and customers. Highlight the unique selling points and advantages of each manufacturer's cabinets.
2. **Market Research:** Stay informed about industry trends, competitors, and emerging opportunities. Provide feedback to manufacturers on market conditions and customer preferences.
3. **Collaboration:** Work closely with the manufacturers' representatives, internal teams, and external partners to ensure a seamless sales process and exceptional customer experience.

Qualifications:

- Proven track record in cabinet, woodworking, furniture sales or related field.
- Strong knowledge of cabinet construction, materials, and design.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated and results-oriented with a passion for sales.
- Ability to multitask and manage time effectively.
- Willingness to travel with regular overnights to meet clients.

Education and Experience:

- Bachelor's degree in Sales, Marketing, Business, or a related field (preferred).
- Several years of relevant sales experience, preferably in the cabinet industry.
- Experience with CRM software and Microsoft Office Suite.

Role 1.2: Sales and Service Support Representative (entry level)

Location: Opportunities available in Kansas, Missouri, Illinois, Indiana, Michigan, Ohio

Job Overview:

The Sales and Service Support Representative position is responsible for assisting in the selling of our Kitchen and Bath Cabinetry product lines and managing our accounts.

Key Responsibilities:

Looking for a self-motivated, goal orientated individual interested in a territorial sales support position for the state of Indiana. You will be under the guidance of a senior representative who will provide training and oversee your activities. The right candidate will be responsible for creating and managing their own schedule. Occasional overnights may occur, but not on a regular basis. You will be responsible for working with an existing account base and networking with cabinet dealers in your territory to evaluate new opportunities. In addition to supporting dealers with their sales goals and immediate needs, you will also be required to provide service work on cabinetry when issues occur.

Qualifications:

- Excels in organization, time management and communication.
- Experience with cabinetry making and or cabinet design is preferred.
- Valid driver's license and reliable vehicle for travel is required.
- You will need a smartphone and a laptop computer for email to communicate with dealers and manufacturers.
- Experience with Microsoft Office Suite is preferred.
- Some woodworking tools will be required to perform service work.