

Cabinet Sales Representative (relevant experience required)

Location: Opportunities available: Minnesota, Nebraska, North Dakota, South Dakota

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 daily with minimum 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 G-Suite.