



BRAVERY CONSTRUCTION
A SDVOSB and MBE Company

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We are currently seeking to hire a Commercial Roofing Territory Sales Managers to join our team! We currently have openings throughout the US. You will be responsible for overseeing and developing a sales territory to drive company revenue.

Primary Duties and Responsibilities:

- Work closely with the VP of Sales and Operations to execute strategic that will produce long-term profitable growth.
- Assist in the development and execution of a go to market strategy for national and cross-regional accounts in assigned territory.
- Hire, oversee and coordinate a sales team in your territory.
- Establish sales quotas and goals for yourself, the sales team, and your overall territory.
- Analyze sales statistics to identify areas of improvement.
- Track results and trends regularly for business forecasting.
- Report on team and individual performance.
- Develop and execute innovative sales strategies.
- Build and form new partnerships with potential clients.
- Manage jobsite interactions with customers and roofing crews.

Qualifications:

- Knowledge of commercial construction or roofing and waterproofing a plus (but not required). Training will be provided.
- A desire and willingness to learn is key to success in this role.
- Previous experience in sales, customer service, or related field.
- Experience as a supervisor or manager.
- Familiarity with CRM platforms.
- Strong leadership qualities.
- Ability to build rapport with clients.
- Action oriented, fast paced, high emotional intelligence, low ego.
- Critical Thinker – intuition to pick up phone, ask who, what, why, where and how. Respond promptly to questions.
- Problem Solver and Team Player – take ownership, resolve and communicate with team
- Must be able to lift and climb ladders to access the building's roof.
- Bilingual a plus.