Our Sales Consultants are a talented group of individuals that are capable of discovering sales opportunities on a consultative basis and able turn leads into new customers. As a Sales Consultant you will have B2B field sales experience. You will be responsible for arranging client meetings, making sales presentations, and increasing profitability. You must be customer service focused, dedicated to process improvements, and enthusiastic to exemplify strong core values and behaviors.

Sales Functions/Qualifications/Education:

• Make sales calls to new and existing customers, architects, contractors, designers, and building owners.

• Develops and delivers sales presentations for new and existing customers in coordination with internal or vendor sale representatives.

• Establish, build, and maintain customer relationships

• Professional and courteous ongoing contact with customers before, during and after a sale.

• Attend and participate in required company training session and essential vendor trainings.

• Establishes and maintains relationships with key influencers of assigned contractors and/or strategic partners.

• We are seeking someone with effective and skillful communication skills, negotiation, and computer skills along with the drive and passion to succeed.

• Great interpersonal skills and social competency

• Professional demeanor, organized and reliable

• Effective and skillful communication skills

• Ambition, a strong work ethic, and a student mentality

• Result driven attitude

• Preferred a Bachelor's degree in related field.

• Previous experience in Sales in building materials industry preferred

• Building Materials or Construction background

• Knowledgeable and proficient in Microsoft Office Products

• Support our company values in the stated areas of Safety, Customer Focus, Teamwork, Integrity and being the Company of Choice for both employees and customers.

• Other duties may be assigned

We offer: • Competitive pay and incentives • Excellent benefits including: Medical, Dental and Vision plans, 401(k)H