

## **INSIDE / OUTSIDE SALES REPRESENTATIVE**

**Position Type:** Full-Time

**Compensation:** Hourly to start, with opportunity to transition to commission-based compensation

**Schedule:** Monday-Friday

### **About the Role**

Templeton Glass is looking for an experienced **Inside / Outside Sales Representative** to grow our window, door, and shower business.

This is a **new position within the company**, providing the opportunity to help build our sales process and structure from the ground up. The ideal candidate is a motivated salesperson who enjoys developing relationships, creating new business, and building systems that support long-term growth.

### **Key Responsibilities**

#### **Sales & Business Development**

- Sell window, door, and related products and services.
- Develop new business through prospecting, referrals, networking, and industry relationships.
- Build relationships with homeowners, builders, contractors, designers, and other trade professionals.
- Respond to incoming leads and consistently follow up on estimates and opportunities.
- Conduct customer meetings, sales presentations, and jobsite visits as needed.
- Understand customer needs and recommend appropriate products and solutions.

#### **Build the Sales Process**

- Help develop a consistent sales process from lead to close.
- Establish lead tracking and follow-up procedures.
- Help develop sales goals, metrics, and accountability.
- Build and manage an active sales pipeline.
- Work with management to improve pricing, estimating, and sales strategies.
- Identify opportunities to improve the customer experience and increase sales.

### **Product Knowledge**

Develop a strong working knowledge of Templeton Glass products, including:



# TEMPLETON GLASS

- Windows and doors
- Moving glass wall systems
- Frameless showers (preferred but not required)
- Glass railings and windbreaks (preferred but not required)
- Related installation services

## Team Collaboration

- Work closely with management, estimating, and installation teams.
- Clearly communicate project details from sale through installation.
- Provide feedback on customer needs, market opportunities, and product trends.
- Represent Templeton Glass professionally in the community and industry.

## Qualifications

- Previous sales experience; **window, door, glass, construction, or building materials experience preferred.**
- Strong communication, presentation, and negotiation skills.
- Proven ability to develop relationships and generate business.
- Comfortable with both inside and outside sales.
- Self-motivated, organized, and strong with follow-up.
- Able to learn technical products and explain them clearly to customers.
- Comfortable working independently and as part of a team.
- Strong computer and CRM/software skills.
- Clean and valid driver's license.

## What We're Looking For

We're looking for someone who is **proactive, entrepreneurial, and excited to build something new.**

You don't need to walk in with an existing sales system. You do need to be willing to help create one and take ownership of developing the sales process as the position grows.

## Compensation & Benefits

- Hourly compensation to start
- Opportunity to transition to **commission-based compensation**
- Medical, vision, and life insurance
- 401(k) with matching
- Paid time off and holidays
- Employee discount
- Professional development opportunities

## About Templeton Glass



## TEMPLETON GLASS

Founded in 1989 by Jim and Rena Flannagan, Templeton Glass has grown from a small family business into a respected name in the glass industry. Today, their daughter, Kelly Flannagan, leads the company while continuing the family's commitment to quality, craftsmanship, accountability, and customer service.

### **Join Our Team**

**Templeton Glass is an equal opportunity employer. We are committed to creating a professional, respectful, and inclusive workplace.**

If you're an experienced sales professional who enjoys building relationships, developing business, and creating new opportunities, we'd love to hear from you.

**Join Templeton Glass and help build the next chapter of our growth.**