

## **Facility/Construction sales**

Looking for a company to give you the opportunity to showcase your energy, drive and enthusiasm for opportunity? Do you love helping customers get to the core of what they need and make the most of their investment? Are you searching for a long-term career with greater income potential, and full family medical?

Construction background and field experience is a plus. Minimal or inside sales experience? No problem; we are excited to have you work alongside our best reps to help bolster your sales career.

Legend Companies is looking for a self-starter with great time management skills and an upbeat personality to help increase our customer base through growth in our service and construction divisions. We will provide training across different divisions to grow you into a well-rounded and successful member of the team.

### **You might be the perfect fit for our team if:**

- You have a background in construction and love the customer interaction part of your job.
- You're a skilled craftsman with great people skills, looking to step away from the physical grind.
- You want to be on a team that invests as much in you as you invest in them.

If you're looking for a new challenge, but may not be exactly sure about sales, give us a call. You may be surprised at what a sales role has to offer.

### **Your role on the team:**

You'd work collaboratively with customers to understand and provide creative solutions to their needs. A proven record of success in meeting customer expectations is essential. The ability to properly communicate with customers, team members, and operations team throughout each project is needed. The most successful candidate will be organized, self-motivated, and have strong relationship building skills.

### **Future Duties to include:**

Field Measurements/site assessments

Estimating- including company costs, margin goals, breakdowns and product sourcing

Quote generation

Project transition to operations team

Prospecting

**About Legend Companies:** We're a rapidly growing team in Savage, MN in the facilities and construction space.

At Legend Companies, we take pride in our ability to develop and maintain long-standing partnerships with our customers. From emergency service and repair calls, complex HVAC/Plumbing/Piping projects, facility and kitchen equipment services, and building automation systems and controls, our customer's needs will always be at the forefront of what we do.

Most importantly, we recognize that **our people** define our culture; a culture which we are working every day to uphold, and which supports our values. These same values act as the common thread throughout each Legend Companies employee, and which drive every interaction we have with our customers.

Through our thoughtful design, pre-construction capabilities, detailed craftsmanship, construction management, and project follow-up, we continually demonstrate that the success of our business is measured not by profit margins, but by the quality of our customer relationships.

Safety is a culture...not an option. Legend Companies has implemented thorough and detailed safety and health management practices that address hazard prevention and control, environmental regulations, work site analysis, training, management commitment and field labor involvement. We pursue the highest standards of safety in the industry so each of our valued employees can go home to their families every night, injury free.

### **We take care of our team members:**

The company has all of the things you'd expect, like a competitive salary; family medical and dental insurance covered by Legend; generous vacation/sick leave policy; and a matching 401(k) program. We have fun together at our weekly team meetings, company-sponsored family events, great culture and work environment, and an amazing team.

### **We are an Equal Opportunity Employer**

We extend equal employment opportunities to qualified applicants and employees on an equal basis regardless of an individual's age, race, color, sex, religion, national origin, disability, sexual orientation, gender identity or expression, pregnancy status, marital status, military or veteran status, genetic disposition, or any other reason protected by law