



**100% EMPLOYEE OWNED**

As an **outside sales representative**, you will build relationships with customers, architects and consultants serving the greater Seattle area and contribute to our growing market share. We sell to repeat customers (mostly contractors and builders), which will allow you to use your relationship selling skills to build a large pipeline of business. As a sales leader, you will anticipate contractors' needs, craft custom solutions, and exceed our customers' expectations. Our **outside sales representatives** work closely with our customers to see long-term projects to fruition by adding value to our customer experience, resulting in long-term business partnerships.

### **What you will do:**

- Selling a full array of products from the industry's leading manufacturers of exterior building envelope systems
- Call upon new and existing customers, architects, and consultants to develop new business opportunities in the local markets.
- Coordinate closely with our inside sales support team and our vendors to deliver an outstanding customer experience.
- Drive profitable growth to increase sales and margin.
- Prospect and identify new opportunities and customers.
- Use customer relationship management tools.
- Organizing sales activities so that face to face selling time to the customer is maximized.
- Continue to develop sales skills and expand product knowledge.
- Driving sales growth through consistent daily effort.
- Maintain social, ethical, and organizational norms of the company by conducting business activities in a manner consistent with the company's corporate culture at all times.

### **What you will bring:**

- Proven track record in a sales or related leadership role
- Familiarity with construction, building materials or wholesale distribution is a plus
- Strong verbal and written communication skills
- A desire to find creative solutions in a dynamic, changing environment.
- Mechanical/technical interest
- Drive to build and maintain positive relationships.
- Strong analytical ability, organization skills and attention to detail
- High comfort level with technology
- Ability to work both independently and in a team setting.
- Valid driver's license and clean driving record required.