



TERRITORY SALES MANAGER - CONTRACTOR SALES

JOB SUMMARY

Cameron Ashley Building Products, Inc. is searching for a Contractor Sales Specialist. If you have a hunter mentality, this is an excellent opportunity for you to develop a great career in sales with an industry leader! As a Contractor Sales Specialist you will be responsible for identifying potential customers, building positive relationships, and creating customer loyalty.

RESPONSIBILITIES INCLUDE

- Selling Insulation, Insulation accessories and other Building Materials
- Must achieve predetermined sales goals at an acceptable margin
- Reading and interpreting blueprints & creating material estimates
- Maintains and grows existing customer base across through prospecting, sales development, quoting and customer follow-up to ensure sales goals are met or exceeded.
- Regular visits to plan and evaluate customers' needs, ensuring prompt and accurate service.
- Regular account evaluation determining revenue and profitability
- Updates and maintains accurate account information, customer details, and contact information available to management and support teams
- Regularly searching out new customer opportunities within the sales territory. Closing on these opportunities and finding the next new customer

REQUIRED SKILLS

- Ability to maintain and grow customer base through prospecting, development, quoting, and follow-up
- Computer literate with Microsoft Office and email
- Ability to read blue prints and prepare a material take-off list
- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures and government regulations; write reports, business correspondence and procedure manuals; effectively present information and respond to questions from groups of managers, clients, and customers
- Ability to apply common sense understanding to carry out instructions furnished in written, oral or diagram form; deal with problems involving several concrete variables in standardized situations

REQUIRED EXPERIENCE

- College degree or high school diploma / GED
- 3+ years proven sales experience in building materials supply
- Demonstrated selling experience, working knowledge of sales forecasting and account management
- Ability to pass drug test and background verification
- Must be 18 years old and have a valid Driver's License