

Job Summary:

We're seeking an energetic sales representative to help us sell granite and quartz countertops in the consumer's home. The ideal candidate will have a willingness to learn our sales process, excelling at understanding leads, building relationships, and closing the sale using our proven sales system. The ideal candidate will be a quick learner with strong negotiating skills, and the ability to showcase our offerings in a compelling way. It is essential that our sales representatives be personable and professional.

Objectives of this Role

- Represent our company's products and services, starting with a deep and comprehensive understanding through classroom training and self-education
- Meet sales and operational goals through the successful implementation of sales and marketing strategies

Daily Responsibilities

- Possess in-depth product knowledge, be able to conduct demos and understand how to handle specific objections
- Achieve sales goals by assessing client needs and following a defined selling process with potential buyers, often utilizing product demos and presentations
- Coordinate with management to ensure company goals and standards are being met, participating in weekly reviews and daily interactions

Skills and Qualifications

- This position is well suited for you if you enjoy talking with people, are open to learning new things and do not mind working nights and weekends
- 1+ year experience in a similar sales position
- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Ability to navigate different computer systems efficiently and accurately
- Personal integrity
- Ability to travel at least 75% of the time to customer appointments in Wisconsin

Preferred Qualifications

- Proven success rate at exceeding sales objectives
- Ability to balance persuasion with professionalism
- Strong organizational skills

Experience:

- Sales: 1 year (Preferred)

Additional Compensation:

- Commission

Why Join Our Team:

We are a state-of-the-art manufacturing facility working on exciting new projects in the residential and commercial building industry. Continued expansion of our company is creating limitless opportunities and we are looking for individuals with the skill set, creativity, and customer service skills to continue helping us grow. We receive many customers leads daily through different sources that will provide you with a platform to be successful

We continue to employ great employees by:

- Offering a full-time position with competitive pay based on experience and qualifications, job stability, and opportunities for advancement
- Having a comprehensive benefit package that includes:
 - Health Insurance with employer premium contributions
 - Dental/Eye insurance
 - Life Insurance
 - Short Term Disability
 - Paid time off
 - Holiday Pay
 - 401K, with employer contribution

We are proud to be an EEO/AA employer.