

Riverbend Timber Framing is seeking a Sales Representative to deliver service, quality and expertise through the promotion and sale of Riverbend products. You will be accountable for meeting sales volumes, margins, and customer satisfaction objectives.

Duties and Responsibilities Include

- Identify new opportunities to increase sales volumes
- Act as a liaison between the client and the company throughout the sales process providing accurate and updated information to both parties as needed
- Assist clients during the consultation and estimating phase of the building process
- Handle customer complaints and ensure timely customer payments
- Promote Riverbend products by conducting Home Planning Seminars and attending trade shows
- Monitor, update and assist in the management of sales tools and marketing materials
- Maintain weekly and monthly sales budgets and forecasts and update the lead database as appropriate
- Attend and participate in sales meetings.

Skills, Knowledge and Requirements

- 5 - 7 years of business to consumer sales experience
- Thorough knowledge of the construction industry recommended including expertise on Energy Efficiency, Building Codes, and Design
- High level of professionalism and integrity
- Demonstrated ability to achieve sales goals, execute client negotiations and closing skills
- Willing to travel and work irregular hours including evenings and weekends
- Excellent organizational, decision making and problem solving skills
- Self-directed, able to work independently and as part of a team
- Able to set, coordinate, and accomplish multiple competing priorities
- Excellent oral and written communication skills with the ability to present
- Savvy with a wide range of people and able to earn the confidence of new customers

Interested candidates can submit cover letter and resume via e-mail to: HR@pfbcustomhomes.com

*An Affirmative Action /Equal Opportunity Employer