

Legacy Roofing, Inc., a growing construction company in Redmond, has an immediate opening for a high-producing, persuasive, goal oriented, and proactive sales representative for their roofing division. This is a very unique opportunity to join a company that has taken residential roofing to the next level.

Description: In this position you will meet sales objectives to grow the profitability of Legacy Roofing. The sales representative provides estimates, implements marketing plans, meets sales objectives, and ensures that customers are receiving the best service and solutions from Legacy Roofing. Industry experience is not required, but big-ticket or in-home sales experience is preferred. Legacy Roofing provides paid, in-depth product training. Ongoing sales training is provided.

Qualifications:

- Proven record of success and 5+ years experience in sales or customer service
- Validated successful sales performance in previous position
- Proven sales success and in a customer-oriented company
- Motivated to meet deadlines and exceed sales quotas
- A proven effective record of client prospecting, presentation, and account management (follow-up)
- Strong interpersonal, negotiating, analytical, and closing skills
- Excellent time management and able to work effectively without close supervision
- Strong work ethic, integrity and professionalism
- Excellent communication, planning, and organizational skills
- High energy level, high degree of self-motivation, cheerful, positive attitude
- Ability to climb onto roofs and determine accurate measurements
- Proficient with MS Office applications
- A valid driver's license and a clean driving record

Responsibilities:

- Meet sales objectives and goals on a monthly basis
- Determine needs and communicate benefits of products, services, features, and special offers to new customers as appropriate
- Prepare and present detailed project estimates
- Prepare complete, accurate, timely paperwork to ensure efficient processing of customer transactions
- Manage customer accounts: maintain leads generated by the company and prospect new business
- Uphold Legacy Roofing's values and business ethics
- Attend and participate in weekly sales meetings

Benefits

Legacy Roofing offers a very competitive compensation package and benefits that include: company car, cell phone, healthcare plan (medical, dental, vision), 401(k) employee savings plan with employer contribution, flexible work schedule.

If you are interested in this opportunity, please send resume with salary history to heidi@legacyroofing.com.