

United States Jobs Expertini®

National Sales Representative

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Company: Guy Roofing, Inc.

Location: United States

Category: construction-and-extraction

Guy Roofing is GROWING! A leading residential and commercial roofing contractor nationwide, Guy Roofing is seeking a National Sales Representative to join our Spartanburg, SC headquarters. This is an exciting opportunity to join a fast-growing, highly motivated team of professionals as we expand our footprint nationwide.

ABOUT GUY ROOFING: Guy Roofing is among the largest and fastest-growing roofing companies nationwide. Founded in 1970, we have over 50 years of experience in the roofing industry, and remain a family-owned-and-operated corporation to date.

ABOUT THE JOB: This position requires the National Sales Representative to close contracts for national sales customers, at defined monthly goals, that ensure partner and customer satisfaction.

PRIMARY RESPONSIBILITIES: Prospects, qualifies and generates sales within the company's established processes. Ensures prospects identification, planning, account qualification and needs analysis at all prospect levels. Telephones prospects to identify appropriate contacts, qualify and drive leads through the sales pipeline. Identifies and closes additional purchases of products and services by customers' communities. Works closely with Support, Account Management and Business Development. Responds to requests from customers for information and gives online presentations. Attend trade shows up to twice per year. Engages in technical discussions with potential clients through demonstrations and presentations. Remains knowledgeable and up-to-date on changes and developments in the construction industry. Keeps management informed of all activity, including timely preparation of reports. This position requires up to 25% travel.

PERKS: Weekly Pay Company Vehicle as needed, Laptop, I-Phone, and Gas Card Paid Training Competitive compensation Company

stability Medical, Dental, Vision, LTD, STD, Basic Life, AD&D, Voluntary Insurance, Employee Assistance Programs + more options (applicable after 90 days of employment) 401K With Match offered after 6 months of employment Casual business Attire QUALIFICATIONS: A two or four-year degree in a technical or business discipline or equivalent experience. A minimum of two years in a sales or sales support role.

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