



SALES MANAGER

Lutgen Companies is a family owned, rapidly growing construction company. Professionals and top leader in the areas of roofing, siding, gutters, and interior remodeling since 1983. With over 35 years of experience in being exterior and interior specialists, we can offer financial stability and endless room to grow within the company. We are seeking an experienced, professional Sales Manager to grow our management team. The Sales Manager will be required to develop and implement a world class sales program that will develop and grow our sales team. If you are highly motivated, have a proven sales management track record, and want to grow your career, we want to talk to you!

EMPLOYMENT TYPE:

Reporting to: CEO, Production/General Manager

Status: Full-time

Location: Waite Park, MN

ESSENTIAL FUNCTIONS & DUTIES:

- Manage, train, and motivate assigned sales personnel
- Manage work assignments and schedules of all sales personnel
- Implement, maintain, and report detailed sales reports
- Manage marketing and networking events for sales personnel
- Manage sales customer relations/ negotiations
- Manage Sales Department relationships/interactions with other internal departments
- Present and sell company services and products mainly in roofing, siding, gutters, and windows
- Responsible for improving sales and operations which requires willingness to change with the evolving nature of the construction business
- Ability to work the CRM and present sales reports during manager meetings
- Other duties as assigned

Qualifications Required:

- High school diploma or GED
- College or training in business, sales, management, and marketing
- Valid driver's license
- Two year minimum of management experience, required
- Previous construction knowledge, desired

Benefits & Compensation:

- An aggressive base + commission compensation plan
- PTO & Holiday pay
- Medical & SAR/SEP retirement plan
- Phone & Computer provided

Qualified candidates can submit their resume online at lutgensco.com or in person at Lutgen Companies, 3130 County Road 137, Waite Park, MN. Applications are being accepted until the position is filled.