

Sales Representative

EMPLOYMENT TYPE:

Status: Full Time

Location: Waite Park, MN

Department: Sales

Hourly, Salary, Commission based on experience

ESSENTIAL FUNCTIONS & DUTIES:

- *Presents and sells company services and products (namely gutters, roofing, siding, windows and decking) to potential customers.*
- *Recommend products, materials and services based on customers' needs and interests.*
- *Capable of identifying prospective customers and consistently follow up on leads from existing as well as potential customers.*
- *Meet division expectations for closing sales ratios.*
- *Manage customers experience from initial sale to project completion.*
- *Obtain deposits and balance of payment from clients.*
- *Maintains a professional appearance and provides a positive company image to the public.*
- *Maintains current product knowledge by participating in dynamic sales program provided by the company.*
- *Participates in marketing events such as trade shows.*
- *Assist with other duties as assigned.*

QUALIFICATIONS REQUIRED:

- *Excellent analytical and problem-solving skills*
- *Strong attention to detail, demonstrated integrity and professionalism*
- *Excellent interpersonal and communication skills, both written and verbal*
- *Ability to create and modify complex quotes*
- *Must possess computer skills*
- *Strong negotiating skills*
- *Ability to grow and maintain external customer account relationships*

- *Valid driver's license*
- *High School Diploma or GED*

Salesperson will be furnished with a company vehicle, laptop and cell phone. We are willing to train qualified candidates.

Please fill out an application online at lutgensco.com or come in and fill out an application in person at Lutgen Companies, 3130 County Road 137, Waite Park, MN. Applications are being accepted until the position is filled.