

## **\*Sales/Design Representative.**

The ideal candidate will have an established bank of business/clientele in the Bay Area with 5+ years experience selling to the custom home industry or similar industry. Must have proven ability of strong ongoing relationships with local builders, contractors, designers and architects. This position also completes the preliminary drawings (design) of the project.

Candidates should be able to demonstrate a history of growth in their career, ability to meet short and long term quotas and exhibit great communications skills.

### Duties:

Manage all aspects of sales within assigned territory including lead generation, customer cultivation, sales strategy, bidding and selling, obtaining contracts and assuring customer satisfaction. Grow sales within assigned territory according to sales goal with a focus on profitability.

### Responsibilities:

- Manage leads from new and existing contractors and homeowners
- Confirm bid specifications, review bid information, develop bid strategy and implement
- Follow-up on submitted bids and close the sale
- Obtain signed contract for awarded bids and follow- up with jobsite status, collect appliance information and deposit
- Hold final design meeting, complete and sign-off on final designs selections and appliances
- Revise final contract and get signatures
- Coordinate site dates and production dates with client/customer, sign and submit for production

### Qualifications:

- Have an established bank of business/clientele in the Bay Area
- Proven ability of strong ongoing relationships with local builders, contractors, designers and architects
- Ability to interact on a professional level and be comfortable in discussions with builder and customers at all levels – from field superintendents to purchasing agents to executives
- Positive and professional attitude, extremely organized, detail oriented and customer focused
- Excellent attention to detail, time management and multi-tasking skills
- Must work well in a team setting as well as individually
- Ability to prioritize tasks while remaining focused

### Skills and Experience:

- 5+ years of cabinet sales and design
- Must be proficient in Cabnetware
- Strong computer skills
- Excellent interpersonal, customer service and follow-up skills

### Benefits:

Company benefits include medical, dental, vision and 401k.

**How to apply:** Please e-mail cover letter and resume to [recruiting@4pct.com](mailto:recruiting@4pct.com) or fax to 925-634-5685. NO PHONE CALLS PLEASE. Employer will contact you directly if interested in an interview. EOE.