

## **SALES REPRESENTATIVE(S)**

*Premier is currently seeking applications in the three following Sales categories:*

*Commercial Sales Estimator/Project Manager - (commissioned positioned with great pay structure)*

*Sales Estimator - (commissioned)*

*Sales Estimator (salary + commission)*

**NOTE: If you have experience in the FENCE industry you should contact Pat at 651-698-4007**

**SUMMARY:** To professionally represent Premier Fence as a field sales representative and to build relationships with potential partners. Qualified leads provided by Premier. All projects are located in the Twin Cities Metropolitan area and surrounding vicinity.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES WILL INCLUDE:**

- To learn all products, applications, specifications and price structures
- To callback qualified leads provided by Premier within 24 hours
- Effectively sets schedule for daily and weekly sales appointments
- To professionally present products and services to potential customers and partners
- Computes job costs, layout and contract specifications and proposal
- Liaison and assistance between customer and Premier representatives during project
- Courtesy sales follow up to all completed projects
- Participate in sales meetings, trainings and promotional shows
- Other Sales, Marketing and Company duties and projects as assigned
- Accurately describe Premier's products and services, policies and procedures, terms and conditions so customer will understand step-by-step process

### **KNOWLEDGE, SKILLS, ABILITIES AND REQUIREMENTS:**

- Exceptional oral and written presentation skills
- Strong verbal and written communication skills with the ability to listen and interpret
- Time management and planning
- Highly organized and ability to quickly retrieve data
- Ability to calculate and perform job costing
- Provide accurate description in all phases of sale and completion of all applicable forms
- High level of interpersonal skills to effectively work with others
- Proven record of sales capabilities

**EDUCATION AND/OR EXPERIENCE:** College Graduate or three years experience in construction sales or related field sales and/or equivalent combination of education and experience.

**CRITERIA FOR POSITION:** Ideal candidate is a self-motivated, resilient and appropriately confident individual with exceptional presentation skills. Must possess the ability to analyze and interpret the needs of the customer and present the appropriate product to that need. Exhibits good sound judgment and demonstrates accuracy and thoroughness in an appropriate timeframe. Ability to adapt to variable scheduling requirements during peak and non peak sales periods.

### **COMPENSATION PACKAGES:**

**COMMERCIAL SALES ESTIMATOR:** Commission Package with great pay structure. Fence Experience preferred. - Contact Pat at 651-698-4007

**SALES ESTIMATOR - COMMISSIONED:** 10% commission structure with sliding scale

**SALARY SALES REPRESENTATIVE:** Base salary plus commission. Must meet requirements and guidelines for this position. Additional salary information available by contacting Pat at 651-698-4007 or emailing resume to pat@premierfence.com.

**OPPORTUNITY:** Excellent long term opportunity for motivated individual(s) who are able to meet the demands of the construction industry. Excellent advancement opportunities.

Qualified individuals can submit resume and salary requirements to pat@premierfence.com or fax resume to 651-698-1535. All inquiries will be kept confidential.