

SALES PROFESSIONAL ARCHITECTURAL AND RESIDENTIAL MILLWORK

DLM Holding is a privately held company based in Green Bay WI, with a customer presence that spreads across the United States. We are an industry leader with many Architectural Woodwork Institute *Awards of Excellence* for our high quality millwork products used in commercial, educational, retail, hospitality and upscale residential settings.

We are committed to further growth which requires us to add more Sales Professionals on our team. We have contemporary technology, machinery, and a great work force. Working from a home based office; you will be given all that you need to represent us.

Sales professionals experienced in selling our type products living in the Washington D.C. are encouraged to apply.

You will be compensated generously for your results. Great compensation program with base, commissions, and unlimited earning potential is available. Naturally, competitive fringe benefits are included as well.

Expectations

- To develop and foster ongoing, profitable relationships with customers
- Build and a network of referrals to create new opportunities for revenue growth.
- Conduct professional presentations and demonstrations of company product to customers and prospective customers
- Provide focused service to all existing accounts and build from there to create relationships with new customers
- Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales reports individual to each customer.
- Represent us in a manner that emphasizes professionalism, tact, diplomacy, and sensitivity to always portray the company in a positive manner.
- Use marketing data and applicable sales management software tools to maximize sales efficiency and effectiveness.
- Maintain accurate records; including sales call reports, expense reimbursement forms, billing invoices, and other documentation.

Requirements

- 5-7 years of progressive success in an external sales capacity within the residential and commercial construction industry
- Bachelors degree in related field preferred but not required
- Great Mechanical aptitude
- Exceptional written communication, verbal communication and presentational skills
- Self-motivated with high energy and an engaging level of enthusiasm
- Ability to multi-task, prioritize and work independently from a home based office
- Ability to read and interpret architectural drawings
- Experience in Project Management preferred

Qualified and Interested candidates should send their resume and compensation history in confidence to our HR Partner Anne@hrconsultingpartners.net with the subject line “Sales Professional” to be considered.