

Outside Sales

Summary

To sell products and services offered by Kreofsky Building Supplies at a profit margin acceptable by the Branch Manager at our Rochester, MN location.

Essential Functions

- Exceed personal sales goals set by Branch Manager.
- Provide sales projections that meet or exceed goals.
- Prospect for new customers on a consistent basis- and document those efforts.
- Follow up on all sales calls to ensure that we are meeting our customers' needs.
- Visit job sites to stay informed of the next stages in each active project.
- Build and maintain working relationships (internal and external).
- Organize work with consistency.
- Provide estimates to customers in a timely manner.
- Order special order items from critical vendors.

Other Functions

- Work with yard personnel in organizing and coordinating loads to be built and delivered.
- Work with inside sales support with respect and patience to achieve our goal of the best service in the area.
- Work with accounts receivable to help keep customer accounts balances current.
- Disclose any ideas or suggestions that would help KBS operate in a more efficient way.

Qualifications

- Must be organized and have the ability to manage multiple tasks.
- Must have excellent communication skills.
- Self-driven
- Responsible and logical
- Excellent customer service skills
- Strong time management skills

Experience & Education

- Building Materials Industry: 3 years (Desired)
- Construction estimating: 3 years (Desired)
- Excellent math skills
- Problem solving skills
- Must have knowledge of the products we sell.
- Computer skills
- Knowledge of computer programs necessary for job functions

Salary

- Base + Commission.