



### **Sales Representative for Cole Roofing**

Cole Roofing is **hiring now!** Would you like to contribute to a growing organization where your input really makes a difference? Would you like to work for a company that cares about your career path? Cole Roofing is seeking to add a personable, experienced roofing Sales Representative. If you like meeting and working with customers, and want to join an established and growing company, then Cole Roofing is a great place to further your career.

Cole Roofing Company is a well-known and respected commercial roofing and sheet metal company located in the Baltimore area. We have been family owned and operated since 1919, and have a reputation for quality work, and an excellent safety record. Cole Roofing has the added benefit of being related to our allied company, Gordian Energy Systems, a developer and builder of commercial solar projects.

#### **Responsibilities include:**

- Develop relationships with owners, contractors, & suppliers. Frequent communications with existing and potential customers is a requirement. Regularly finding new clients and helping to achieve sales growth is a must.
- Create weekly call plans and other sales activities that support the goal achievement of the department. Schedule regular plan reviews and results meetings with Cole Director of Sales. Attend sales meetings.
- Engage in business development activities, which include occasional industry networking and customer calls. Specifically participate in Accelerent, a critical area business network group. Collaborate with Director of Sales to establish and measure specific market and sales initiatives.
- Support estimators in follow up of various bid opportunities.
- Attend trade shows and industry meetings.
- Utilize the company CRM system every day to document plans, activities and results.
- Constantly grow knowledge of roofing industry and trends.

#### **Required Qualifications:**

- Minimum of 3 years prior commercial selling and business development experience.
- High school degree.
- Focused on expanding the customer base as well as keeping key clients.
- Sharp written and verbal communications skills.
- History of organizing and implementing territory sales plans, with focus on results.
- Passion for following up with clients on submitted bids and closing opportunities.

- Experience with a CRM system.
- Skilled in Microsoft Office and generally very skilled in computers.
- Perform duties with Integrity related to clients, suppliers and associates.
- Willingness to learn and share knowledge.
- Able to climb ladders, survey roofs, handle heights and weather.

Preferred, but not required, experience:

- Bachelor's degree or greater.
- Experience in estimating commercial roofing.
- Attendance of sales training sessions.

Starting pay is commensurate with candidate's experience and qualifications. Cole Roofing offers a comprehensive benefits package including medical, dental, 401(k) with 4% company match, paid time off, paid holidays, etc.