

Job Title: Showroom Manager/Estimator

Job Location: Scottsdale, AZ

Compensation: \$65K to \$70K Annually, with Excellent Benefits

Sun Mountain Custom Doors, a privately held manufacturer of custom doors and other architectural millwork products, is seeking a Showroom Manager/Estimator to lead our boutique showroom in the Airport Design District in Scottsdale, Arizona. This position provides a competitive base salary, commission, and excellent benefits. Sun Mountain has been in business for 23 years and is the industry leader and largest supplier of custom residential doors in the U.S. The company sells nationwide, is growing rapidly, and is debt-free. This position provides the opportunity to contribute to company success, a positive and ethical work environment, and outstanding career satisfaction and professional growth. Industry and product training will be provided.

See <https://www.sunmountaindoor.com/> to learn more about the company.

Essential Duties and Responsibilities:

- Responsible for all operations of the company's boutique showroom.
- Supports marketing and advertising efforts within the showroom territory.
- Professionally interacts with customers, presents products and pricing, quotes, and closes sales of Sun Mountain's product offerings directly to wholesale customers in the building trades including builders/contractors, architects, and designers.
- Responsible for completing accurate and comprehensive quotes, including accurate and complete measurement take-offs for doors, mouldings, wood beams, and architectural door hardware, ensuring 100% quote accuracy.
- Coordinates dispatch and delivery of products to customers.
- Responsible for customer service, supporting customer satisfaction relative to the entire relationship with Sun Mountain including quoting accuracy, product quality, service, delivery, billing, etc.

Education and Experience:

- Bachelor's degree required.
- Previous showroom sales experience preferred.
- Previous sales experience required, preferably in the home building industry with direct sales to builders/contractors, architects or designers desired (experience in another industry will be considered).
- Ability to overcome sales objections and close sales.
- Experience reading blueprints preferred.
- Strong PC skills required, including working knowledge of Windows-based applications and intermediate proficiency in the Microsoft Office suite (Word, Excel).
- Typing skills, 40 WPM minimum.

Qualifications:

- Strong math skills, ability to complete accurate measurements.
- Excellent communication skills, both verbal and written.

- Honest, high degree of integrity.
- Professional appearance.
- Teachable.
- Strong work ethic, with ability to self-manage daily work schedule and performance, with limited supervision.
- Attention to detail and accuracy.
- Excellent organization skills.
- Entrepreneurial attitude.
- Customer service orientation, with the ability to timely and professionally respond to customer complaints, requests and to resolve customer issues.
- Ability to multi-task, handle pressures of diverse day-to-day activities.
- Team-player with ability to work positively with customers and other Sun Mountain, Inc., employees.

Physical Demands:

- Ability to lift 50 pounds.

Benefits:

Benefits include medical, dental, vision, life insurance, short term disability insurance, 401(k) with company match, paid leave, and paid holidays.

To Apply:

E-mail résumé and cover letter to careers@sunmountaindoor.com. No phone calls, please. No recruiters or outside agencies.