

Job Title: Territory Sales Manager

Job Location: Sacramento, California

Compensation: \$85,000 to \$90,000 (including base salary, commission, car allowance, mileage reimbursement)

Sun Mountain Custom Doors, an industry-leading manufacturer of custom doors and other architectural millwork products, is seeking a Territory Sales Manager selling in the Sacramento area of northern California. Sun Mountain has been in business over twenty years providing upscale building products directly to trades in the luxury home-building industry (custom home builders, architects, and interior designers). This position will perform field sales to an established and growing customer base in northern California.

The ideal candidate will have a proven record of outside sales in the construction or building materials industry and an established network of luxury home-builder connections in the North Bay area.

Essential Duties and Responsibilities:

- Full-time outside sales position covering the North Bay, California area.
- Prospecting with builders, architects, interior designers, and homeowners to find buyers of our high quality, custom products
- Completing accurate take-offs and quotes for custom doors and architectural millwork products by taking accurate measurements and detailed notes
- Closing quotes to orders/sales, responding to concerns, and troubleshooting problems
- Developing long term relationships with customers through responsiveness and service to customers' needs

Education and Experience:

- Bachelor's degree in Business or a relevant field, or an equivalent combination of education and experience
- Minimum of three years direct building material sales experience required, preferably in the luxury or custom home-building industry

Qualifications:

- Product knowledge of interior/exterior wood doors for luxury residential applications
- Expert math skills, accuracy, and attention to detail in completing product take-offs from site walks or blueprints
- Demonstrated ability to prospect, present, quote, close, and develop repeat sales relationships
- Historical record of sales achievement and year-over-year growth
- Management experience, including recruiting, selection, training, performance management, coaching and motivation
- Expert level computer skills, including typing (minimum 40 wpm), use of MS Office Suite, and use of enterprise-wide CRM and ERP systems
- Self-driven with initiative and the ability to work independently
- Experience working for and reporting to remote management

- Must have a current, valid drivers' license
- Must have a reliable personal vehicle with a professional appearance (car allowance and mileage reimbursement provided)
- Only candidates within a 45-minute commute of Sacramento, California (no relocation support is available)

Physical Demands:

- Ability to travel 90% of the time via car, minimal overnight travel

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.