

**Job Title: Territory Sales Manager**

**Job Location:** Durango, CO

**Compensation:** \$90,000 to \$100,000 (including base salary, commission, car allowance, mileage reimbursement). Established customer base, with large order backlog.

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 southwestern Colorado area (with a preferred home location in Durango, Colorado). 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 southwestern Colorado.

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 southwestern Colorado.

**Essential Duties and Responsibilities:**

- Full-time outside sales position covering southwestern Colorado
- Prospecting with builders, architects, interior designers, and homeowners
- Completing accurate take-offs and quotes for custom doors and architectural millwork products
- Closing quotes to orders/sales, responding to concerns, and troubleshooting problems
- Developing long-term repeat sales relationships with customers

**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, preferably in the 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 and/or blueprints
- Demonstrated ability to prospect, present, quote, close, and develop repeat sales relationships
- Historical record of sales achievement and year-over-year growth
- Expert level computer skills, including typing (minimum 40 wpm), use of the MS Office Suite, and use of enterprise-scale 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 Durango, Colorado (no relocation support is available)

**Physical Demands:**

- Ability to travel 90% of the time via car, with 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](mailto:careers@sunmountaindoor.com). No phone calls, please. No recruiters or outside agencies.