



National Sales Career Opportunity

POSITION DESCRIPTION

The **National Account Sales Representative** supports National Sales Managers in developing national account prospects and servicing existing customers with a focus on driving roofing service sales in retail chains. The sales representative will also organize and conduct programs and communications aimed at validating Simon Roofing's value propositions for national account prospects.

COMPANY HIGHLIGHTS

- Ranks in the top 1% of U.S. roofing companies for financial strength according to a recent D&B study.
- Growing company with 58 locations throughout the United States; headquartered in Youngstown, Ohio.
- Family-owned company in business for more than 100 years.

RESPONSIBILITIES

- Identify national account opportunities.
- Develop long-term relationships with decision makers of companies with multiple locations throughout U.S.
- Travel as required to prospect and customer offices/sites to help senior sales representatives secure new business, make presentations, conduct negotiations and maintain customer relations.
- Document daily activities and create/maintain updated prospect and client information in customer relations management (CRM) software.
- Cold-call and qualify potential prospects.
- Prepare reports of business transactions and business expenses.
- Identify service needs of clients and develop and execute a plan that is seamless for both the customer and our Company.

BENEFITS

- Outstanding compensation with a seven year well-defined growth plan.
- Medical, dental and vision plans; life insurance; 401k plan; PTO; paid holidays.
- Three-year well structured training program to help achieve success.

REQUIREMENTS

- Bachelor's degree from four-year college or university with a focus in Business, Sales, or Marketing.

CAPABILITIES

- Strong knowledge of Microsoft Excel and Word; ability to do extensive research on the Internet.
- Energetic, enthusiastic, strong learner and communicator, self-motivated and a good work ethic.
- Strong skills in listening, organization and sales closing.
- Good verbal and written communication skills.

www.simonroofing.com

Simon Roofing is an Equal Opportunity Employer
Resumes may be e-mailed to employment@simonroofing.com ATTN: National Sales