



## Sales Representative

Summary: This position will be responsible for the success of growing Tri-County's business through direct sales. The sales representative will be responsible for cultivating and closing sales of roofing, siding, windows/doors, and decking. This is a full-time, 40-hours per week position with paid benefits.

### Duties and Responsibilities:

- Develop and manage leads, estimating projects, taking measurements, creating work orders, taking pictures before and after jobs, and communicating frequently with customers
- Actively manage call schedule and effectively close sales assigned to you
- Meet with customers to discover needs, requirements, and generate proposed estimates
- Collaborate with management and sales reps to improve and shorten the sales cycle
- Excellent internal and external communication skills

### Minimum Job Requirements:

- 3-5 years sales experience in the industry
- Willingness to learn with a positive attitude
- High School diploma or GED
- Outgoing and good with customers in person and on the phone
- Experience in most Microsoft Office products
- Excellent organization skills, ability to prioritize, and comfortable working independently

### Benefits:

- Health insurance (vision and dental options available)
- Simple IRA retirement savings
- Competitive salary
- Paid vacation and sick time
- Branded apparel

### About Tri-County Enterprises:

Starting in 1997 as "Tri-County Seamless Gutters" we have grown and gained the confidence of many homeowners and general contractors in the Cedar Rapids area. In the early 2000s we added roofing to our services and became Tri-County Enterprises.

Today, Tri-County employs skilled installers, estimators, and office staff. Every day in business is a testament to the quality of people we hire and the teamwork that our employees build together! We have made it our mission to exceed the expectations of our clients and employees.