

## **Sales Remodeling Representative**

Have you been looking for a workplace that cares for its family of employees?

- **Personal training and coaching**
- **Career development opportunities**
- **Industry leading compensation packages**

Join the expanding Minnesota Exteriors family, become part of a growing company, where you are valued, trained and respected, all while earning 200k+ in your first year!

### **What will I do?**

As a Sales Remodeling Representative, you will focus on in-home consultations with homeowners, understanding their home improvement needs, offering solutions and providing estimates. You will assist homeowners with siding, roofing, gutters and window and door replacement.

- Warm sales leads generated by the company and well qualified
- Opportunity to earn a company provided vehicle
- Laptop, and cell phone provided by company

### **What qualifications do I need?**

We are looking for an engaged and focused individual, who has a willingness to learn and a desire to deliver a great customer experience.

Additional desired experience in outside sales selling windows, doors, roofs, siding to customers is a plus.

- Experience: Sales – minimum of 1 year with prospect experience (preferred), construction, roofing, restoration, remodeling industry experience preferred.
- Strong interpersonal skills – verbal and written.
- High achieving, self-motivated and aptitude to learn quickly.
- Self-motivated and works with a high degree of ownership.
- Organized and task oriented
- Strong social/people skills emphasizing on customer service
- Capable of working in a fast-paced, team environment

### **How will I do it?**

The level of training is based on current experience. Our comprehensive sales training program, for those new to the industry, is one of the reasons our representatives have industry leading earnings.

- Complete exterior inspection for storm damage

- Ability to climb ladders and safely be on roofs
- Have a valid driver's license and acceptable driving record
- Ability to learn and efficiently operate sales CRM and MS Office software
- Focus on insurance restoration; selling roofing systems, siding, gutters, and windows to homeowners affected by weather related damage to their homes
- Meet with community homeowners and property managers who have been affected by storm damage, make them aware of the situation, and, assist them in getting proper repairs through knowledge and training in the insurance process
- Educate homeowners through the entire insurance process
- Maintain customer relationship management, lead tracking software, and update client information daily
- Bring a positive attitude, self-motivation, and an eagerness to learn

### **Who will I work for?**

Minnesota Exteriors has been serving Twin Cities families since 1947 and has completed over 750,000 commercial and residential projects. As one of Minnesota's largest contractors we continue to maintain the best reputation in the metro by providing our customers with integrity, quality service, expert workmanship, and top of the line products for their homes. MEI specializes in residential and commercial exterior construction. We offer some of the finest roofing, siding, and window products in Minnesota and are continually monitoring the advancements in the market in order to provide our customers with the premium products available at the best value.

As a family-owned company we value and appreciate our employees above all else. Our company culture is fun, appreciative, and supportive, which is one of the reasons we've maintained being one of the largest contractors in Minnesota for over 75 years.

### **What Compensation and Benefits can I expect to receive?**

Minnesota Exteriors is searching for high achieving individuals who want to work with the best of the best. Self-motivated sales to residential customers.

- Base: \$70,000 / Year Plus Commission – Industry Leading Commission structure.
- Our Average Salesperson earns \$200,000 Per Year
- New Truck provided
- Full-time, year-round, career opportunity
- Appreciative and Fun Company Culture - Fun, family like culture where employees are valued and cared for.
- Unlimited PTO
- Health Insurance, Dental, Vision & HAS
- 401K

**Growth Opportunities:** At Minnesota Exteriors we invest in you, when you invest in us you will receive the benefits of the following:

- Direct paths to management
- Personal development plan for future success/growth.
- Opportunities to travel or relocate to other branches
- Family culture looking to promote from within
- Fast paced growth environment

**Job Type:** Full-time

**Benefits:**

- 401(k)
- Company car
- Dental insurance
- Flexible schedule
- Health insurance
- Health savings account
- Paid time off
- Paid training
- Vision insurance

**Compensation Package:**

- Commission pay

**Schedule:**

- 8 hour shift
- Day shift
- Monday to Friday
- Weekends as needed