

Sales Representative

VerHalen, Inc., an award winning 101 year old company based in Green Bay, WI, has a Sales Representative position opening to support its Pella Windows division in **Green Bay**. VerHalen is widely known for its 85 year sales and distribution partnership with Pella Windows and Doors throughout the state of Wisconsin. Whether it's for new construction, remodeling, replacement or commercial applications, VerHalen and Pella Windows & Doors offers exceptional quality and styling above its competition. A complete product line, coupled with our experienced sales staff and professional service, makes VerHalen Pella® Windows & Doors the premier solution provider for windows and doors that will add value to any home or commercial building project.

Summary of Responsibilities-

The Sales Representative is responsible for effectively promoting, educating and selling Pella Window and Door products, as well as making sales calls and closing on business with architects and general contractors. This position is responsible for meeting individual sales, and strongly contributing to the team sales and marketing goals of VerHalen. The Sales Representative is focused on providing solutions through exceptional Pella products and service to the window and door market, as well as building long-term relationships with our trade customers, such as custom builders, remodelers, contractors, architects and trade organizations in Green Bay and the surrounding metro area.

Essential Functions & Responsibilities-

- Lead efforts in establishing and maintaining relationships to maximize sales and customer contribution. Specifically – develop long-term relationships with contractors, architects and trade organizations.
- Identify and compile sales lead lists of prospective commercial customers.
- Call on architects and general contractors and provide window and door solutions for their projects.
- Obtain, update and demonstrate detailed industry, company, competitor, and product knowledge.
- Search out bid opportunities and decide on appropriate projects to pursue.
- Create/Formulate and demonstrate strong value propositions for each potential customer, and provide value engineering options when needed.
- Emphasize saleable features, quote prices and credit terms, negotiate sale and prepares sales orders for orders obtained.
- Proactively anticipate client/customer needs by understanding project issues and required specifications.
- Accurately complete and submit all documentation necessary to order products and materials so that they arrive as needed for installation.
- Acquire and provide sub-bids where necessary.
- Organize own schedule and activities to maximize time in front of customers.
- Follow up on all pending and ongoing projects regularly.
- Become an active member in CSI, AIA, or other relevant trade and industry groups.
- Accurate and timely submits all documentation necessary to ensure that Pella products are ordered, and materials and installations are scheduled for your book of business.

Qualifications-

Education:

An Associates or Bachelor's Degree desired. Will consider equivalent work experience in lieu of degree.

Experience:

- 3 + years of proven construction industry sales, team leadership and development experience in a small to medium sized entrepreneurial setting.
- Window/millwork sales experience in the higher-end home building and/or commercial industries is a plus.
- Industry experience in the Green Bay metro and northeastern Wisconsin area.

Skills:

- Exceptional oral and written communication skills and professional attitude.
- Excellent interpersonal and leadership skills.
- Well-developed professional attitude and approach to business.
- Ability to lead, guide and manage self and sales efforts.
- Effectively manage business relationships with general contractors and end consumer
- Excellent closing skills.
- Strong work ethic.
- High energy and self-motivated.
- Solid ability with Microsoft Office Suite, sales management, construction project management and estimating software.

VerHalen, Inc. offers its sales professionals a competitive compensation package, professional training and support and excellent benefits. Be part of our award winning company and sell award winning Pella products with VerHalen today!

SUMMARY

Commercial Sales Representatives are responsible and accountable for making sales calls with architects and general contractors to promote, educate and sell Pella products. This position is responsible for meeting the individual & team sales and marketing goals agreed upon with their sales manager.

Other duties as assigned.

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

The successful candidate will be an energetic effective communicator who is able to excel in an independent sales environment. Additional requirements include:

- *University/College degree preferred.
- *Handle multiple projects along with effective time management skills.
- *Blue print knowledge and 2 + years experience in a competitive, independent, high volume sales atmosphere is helpful.
- *The motivation to become an outside, commission based salesperson is a must
- *Basic computer skills are necessary.
- *Customer service oriented.
- *Construction and millwork/window sales is a plus.
- *Strong time management skills and must be extremely organized.

WORK ENVIRONMENT

Physical activity includes walking, talking, and hearing. Position involves sedentary work at times. While performing the essential functions of this position, the worker will be exposed to conditions that vary from a typical office to construction site visits.

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.