



SALES MANAGER

Close to Home Construction is a locally owned and operated MN General Contractor servicing the Twin Cities and surrounding areas. We specialize in exterior remodeling and restoration for residential, multi-family and commercial properties. Our services include roofing, siding, deck building, gutters, windows, doors and more. CTHC was founded on integrity, transparency, hard work and clear communication. We believe this to be the foundation of a successful business and happy customer. We are a small, rapidly growing company with opportunities for growth.

We are searching for a Sales Manager to help grow our organization and take it to the next level. This position offers a competitive base salary + commission + bonus and additional incentive programs. A cellular phone and computer are provided, along with the potential to earn a company provided vehicle.

The ideal candidate will understand business operations & workflow, and workforce management. And will conduct themselves in a professional manner when interacting with stakeholders at all levels. The Sales Manager will be responsible for identifying areas of improvement for our sales team and implementing improvements in a motivating, encouraging and team-building style.

Job Responsibilities

- Direct and oversee all sales operations
- Build trust, provide coaching and facilitate team bonding
- Direct responsibility of achieving total sales and revenue goals
- Provide reporting metrics, projections and measurables
- Head the sales recruiting effort by locating, hiring and training staff
- Coordinate and work closely with ownership and management team

Job Qualifications

- Coaching management style
- Documented success in building teams and achieving desired outcomes
- 2+ years of roofing and exterior construction industry experience (preferred)
- 5+ years of managerial experience
- Strong communication skills
- CRM program knowledge
- 5+ years of experience in sales

Please apply via Indeed <https://www.indeed.com/job/sales-manager-21dc4524a721be01>