



Entry Level Sales Professional

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 has been founded on a strong work ethic, honesty, accountability, teamwork, continuous improvement and professionalism, which we believe is the foundation of a successful business and a happy customer. We are a small, rapidly growing company with opportunities for growth.

Job Overview: The ideal candidate will be highly motivated, hard-working, passionate about helping people, and has a strong desire for personal and professional development.

Responsibilities:

- Generate leads, contact potential customers, and promote products & services to drive sales
- Coordinate with production team to identify project requirements and deliverables
- Utilize Acculynx software for sales planning and tracking
- Coordinate with production team to ensure project timeliness and accuracy
- Collaborate with clients to define project scope and goals
- Review insurance loss documentation for accuracy
- Monitor project progress and address any issues that arise to ensure client satisfaction
- Provide regular updates to senior management on sales goals and status

Skills and Qualifications:

- Customer service skills to listen to the concerns of a customer and be able to address their needs
- Interpersonal skills to work with a wide variety of people each day, build relationships and network
- Confidence and strong self-assuredness to succeed in door-knocking, cold-calling customers and making a sale
- Communication skills, especially persuasion, to clearly convey the benefits of a product or service to potential customers
- Physical endurance, as Sales Representatives may need to be on their feet for long hours, spend a lot of time traveling between locations and carry heavy products
- Ability to climb on a standard-slope rooftop
- Some construction experience &/or sales experience
- Ability to learn new products, services and processes

Please apply by submitting your resume to info@closetohomeconstruction.com.