

CLOSE TO HOME *Construction*

Close to Home Construction is a locally owned and operated General Contractor servicing the Twin Cities and surrounding area, specializing in exterior remodeling and restoration for residential, multi-family, and commercial properties. Our services include roofing, siding, deck building, windows, and more. Founded on a strong work ethic, including honesty, accountability, teamwork, and professionalism, we believe this is the foundation of a successful business and a happy customer. Our office fosters a positive and supportive work environment and offers ongoing education. We are a small, rapidly growing company, seeking career-minded sales team members for year-round work with base pay plus commission.

SALES PROFESSIONAL

Responsibilities:

- Conduct exterior property inspections to qualify, identify, and close new sales opportunities
- Generate leads, contact potential customers, and educate customers on products & services to drive sales [door-to-door canvassing, tradeshow, cold-calling, community events]
- Methodically manage sales pipeline via CRM software
- Coordinate with production team to identify project requirements, deliverables, and ensure timeliness & accuracy
- Collaborate with clients to define project scope and goals
- Review insurance loss documentation for accuracy
- Provide regular updates to senior management on sales goals and status

Qualifications:

- Entrepreneurial mindset
- Organized, manages time well
- Internal motivation and resilience
- Outgoing, go-with-the-flow attitude
- Superior communication, clearly conveys the benefits of a product or service
- Customer service, the ability to listen to the concerns of a customer and address their needs
- Personable, able to work with a wide variety of personalities daily, build relationships, and network
- Ability to learn new products, services, and processes
- Construction and/or sales experience
- Physical endurance, potential for hours on your feet, traveling between locations, and carrying heavy products
- Ability to comfortably climb on a standard-slope rooftop
- Valid driver's license & reliable transportation

You'll stand out from the rest if you:

- Own a ladder
- Are drone certified
- Have AccuLynx and/or Roofle experience

Apply by submitting your resume to nayt@closetohomeconstruction.com