STELLER CONSTRUCTION

22 Village Pointe Drive
Powell, OH 43065
614-987-8609

STELLER-CONSTRUCTION.COM

Steller Sales Executive Job Description

We are seeking a Senior Sales Executive who will be responsible for growing our expanding portfolio of clients as well as working with our current network of existing contacts. Prior Residential Construction Sales experience is a must! This position comes with a base salary, full benefits and commission!

Top Reasons to Work with Us

- GENEROUS Compensation Structure
- FANTASTIC Team and Leadership
- EXCELLENT Benefits (Medical, Dental, Life, Vision + 401K)
- SOLID PTO/Vacation time

What You Will Be Doing

- Work closely with Partners to achieve annual/quarterly sales budgets, market share, gross margin and key account growth targets
- Work with the team to develop personal sales goals and a business plan to achieve them with a primary focus on the targeted markets.
- Follow up with contacts and cultivate relationships with leads
- Take proactive action to drive increased sales performance in order to achieve residential construction sales objectives.
- Consult with potential customers to layout, design, & coordinate remodel needs.
- Follow up with customers throughout the process to make sure project is running smoothly and customers are kept happy.
- Use residential remodeling knowledge to determine scope of work, specify product, answer customers questions, and close the deal.
- Meet with partners and marketing director monthly to evaluate market channel data growth and sales based on your weekly reporting.

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What You Need for this Position

- 10+ Years of experience in residential remodeling sales
- Proven track record of success in B2C residential remodeling sales

If you are a Senior Sales Executive with Strong Residential Construction Sales Experience, please apply today! **Please send cover letter and resume to tim@steller-construction.com**

Company Values

We treat people well.

We are adaptable and willing to try new things.

We are direct and honest and believe in doing the right thing.

We are reliable, experienced and meticulous.

When we work together, things work best.