
Outside Sales Position – Indianapolis, IN

Description

ComStruct Sales LLC is a growing manufacturers representative firm focused on selling products that serve the commercial roofing and markets in Indiana and Northern Illinois. We are looking for someone to support our current three person team with outside sales.

Key Responsibilities

- Work directly with commercial roofing contractors to educate them on the products we represent and follow through to ensure they are purchasing these materials for the projects they are involved in
 - Perform product demonstrations at the contractor’s office or jobsite
 - Maintain regular in-person communication to understand upcoming project opportunities
 - Coordinate pricing through desired distribution based on uncovered information regarding the competitive situation.
- Work with local Distributors who are the ones actually placing the order for the products we represent.
 - Create a stocking position with key, strategic distributor partners that are necessary to grow sales
 - Provide training for inside and outside personnel.
 - Provide updated standard pricing, as well as project specific quotations.
 - Generate leads by identifying ideal customers in specific markets.
- Work with Architects and Consultants to persuade them to include the products we represent into their specifications.
 - Provide “lunch & learn” education sessions to inform architectural firms of our products and begin to develop relationships. Use these initial interactions and ongoing follow up to help establish yourself as their “go-to” resource.
 - Review specifications and, where applicable, include manufacturing clients’ products. On a job-by-job basis, interact with architects and complete necessary substitution requests to get clients’ products approved.
- Work directly with Building Owners and others who have influence in specifying or purchasing the products used for their building’s roof (business owners, developers, property managers, etc.).
 - Leverage contacts and other leads to become a resource for the building owner.
 - Perform roof evaluations as a tool for getting involved with potential roofing projects. In turn, create comprehensive assessment reports, develop specifications, and assist building owner with the bidding process.

Primary Area of Focus

- Drive sales growth for our new, expanded presence in Indiana.
- Follow proven process to grow sales of Versico Roofing Systems single-ply roofing products.
- Find opportunities to grow with other roofing lines ComStruct Sales is supporting in Indiana, as well as identify potential new product lines to represent.
- Support the overall business with regular activity that includes weekly internal sales update phone call, monthly reports for manufacturer's, entering customer information into CRM, association meetings, entertainment events, etc.
- Work directly with commercial roofing contractors, architects, consultants, distributors, and building owners in Indiana with a focus on the Indianapolis, Fort Wayne, and Muncie markets.

Requirements

- Resides in or near Indianapolis, Indiana.
- Must be willing to climb ladders, spend time on roofs, visit construction sites, and keep safety as the top priority at all times.
- Must have valid driver's license. Employee is expected to utilize their own vehicle and will be reimbursed for mileage based on the federal guidelines.
- Requires regular, daily travel by car throughout Indiana. Occasionally (~2-3 times per year), overnight out-of-town travel may be required to attend trainings, meetings, or trade shows.
- Be productive working independently from home.
- Previous experience in outside sales is desired. Experience in low-slope roofing or commercial construction is also preferred.
- Important to be self-motivated and willing to proactively find ways to grow sales.

If Interested

Please email your resume to Dan Schmidt at Dan@ComStructSales.com