

AFU Company Sales Representative

Highly motivated sales position available. AFU has been servicing primarily the San Francisco Bay Area for over 20 years. Looking for sales representatives to grow company by increasing sales in surrounding areas and throughout the nation. Will be selling our pre-cast, Ornamental Cast Stone Elements.

Sales Representative will be Required to Be and Have:

- Knowledge of the building industry
- Aggressive and focused individual with a “can-do attitude.”
- Good sales presentation skills.
- Strong closing skills.
- Motivated to achieve.
- Excellent communication skills.
- Self-starter.
- Persistence is very important with good work ethic.
- Ability to work independently and with others.
- Time management skills.
- Focused on growing and increasing business.
- Organization, prospecting skills; Very activity focused individual.
- Cold calling, tele-prospecting, etc.
- Reliable Transportation.
- Must be willing to learn.
- Phone skills.
- Solid computer skills (i.e. Word, Excel, Internet).
- Construction experience is a plus.
- College degree and/or 5 years field experience.

Responsibilities:

- Responsible for all New Sales.
- Responsible for meeting profit goals and quotas.
- Must know how to recognize objections and overcome.
- Closing the order and developing profitable business.
- Develop and execute account specific sales strategies.
- Formulating and executing agreements and contracts between new customers.
- Responsible for giving quotes and following it up.
- Customer knowledge; Finding out who your customers are, what they do, how they do it and who are their specific buying influences.
- Responsible for knowing who the competition is, what they supply and price.

Salary/Benefits/Compensation:

- Salary is derived from both salary and commissions.
- Commission program
- Health Insurance
- 401(k)
- Monthly stipend

Daily activities will involve calling on new and existing customers, developing relationships with them to help the flow for a productive business.

Will report directly to the President of the company once a week with a weekly sales call itinerary.

Send Resume and/or Contact: mak.bracken@architecturalfacades.com