

NATIONAL LUMBER

WINDOW AND DOOR SPECIALIST

NATIONAL LUMBER CO (www.nationallumber.biz) is a 5th generation family owned and operated premier building material supplier located in Baltimore, MD

We have an immediate need for a detail-oriented and dynamic window and door specialist selling Marvin and Jeld-Wen Window and Door products.

The successful candidate will have excellent verbal and written communication skills and will be able to convey strong, clear messaging.

Position Responsibilities:

- Identify and develop relationships with builders, remodelers and architects.
- Maintain solid relationships with customers and decision makers through use of creative problem solving and timely follow-up
- Effectively navigate the sales process from start to finish beginning with blueprint takeoff and ending with project completion.
- Continued education and training on next generation products from Marvin and Jeld-Wen. Candidate must have exemplary product knowledge
- Represent the company at local trade shows and trade associations
- Frequent daily travel throughout the assigned territory, which includes an approximate 60 mile radius of Baltimore City

Knowledge / Skills / Abilities:

- Excellent verbal and written communication skills with an ability to convey strong, clear messages to customers
- Strong interpersonal and relationship-building skills at multiple levels
- Solution-oriented and innovative thinking abilities
- Strong organizational skills, intuition, and reasoning abilities
- High energy, self-directed, highly confident, and self-motivated
- Team player with strong business perspective

Education / Experience:

- 4-year degree or equivalent industry experience preferred
- Prior experience in outside sales or has closely worked with outside sales
- Building industry knowledge and experience strongly preferred

Detailed Training program for new candidate will be provided including learning blueprint takeoffs, extensive training of products involved and best practice sales procedures.

Excellent benefits provided. Wage commensurate with experience

Interested applicants should email info@nationallumber.biz

