

NATIONAL LUMBER

OUTSIDE SALES REP

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

We are seeing an Outside Salesperson to join our growing team!

Position Responsibilities:

- Develop and maintain relationships with builders and remodelers
- Develops knowledge of effective sales techniques, familiarity with industry and understanding of company products and services.
- Ability to read and interpret blueprints and understand construction practices
- Compile lists of prospective customers for use as sales leads
- Travel regularly to call on regular and prospective customer to solicit orders or talk with customers by phone.
- Quote prices and credit terms and prepares sales for orders obtained
- Investigate and resolves any customer issues that arise

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
- 2 years' experience in sales of lumber, trusses, windows, doors, decking/ railing, millwork and other building products

Detailed product training program for new candidates will be provided.

We are committed to continued education for our sales personnel and strive to create every opportunity for our team members to succeed and grow.

Excellent benefits provided including health & dental insurance, retirement plan and vacation policy. Wage commensurate with experience

Interested applicants should email info@nationallumber.biz

