



## **Position: Sales Manager**

### ***Job Description***

Crown Exteriors is seeking an experienced sales manager or a top sales representative that feels they are ready to take the next step in their career and lead a team. Now is the time to join the most innovative, forward-thinking construction organization in the area. We have seen incredible growth over the past couple years as we strive to be the largest, premier construction organization in the Twin Cities and beyond. With growth comes opportunity and that opportunity is now. Our culture and core values that we have built are the foundation of who we are.

### ***Company Information***

Crown Exteriors was founded on 6 core values: Advocacy, Integrity, Transparency, Humility, Accountability, and Growth Mindset. These core values define who we are and how we operate each day.

We are a local, established contractor that handles all your exterior needs including roofing, siding, windows, and gutters. From residential storm restoration to commercial flat roof replacements, Crown Exteriors is the preferred contractor in the Twin Cities.

If you want to start a career with a company that truly cares about you and its culture, I encourage you to take the next step with us at Crown Exteriors!

### ***Qualifications***

- You have the desire and ability to lead a high-powered team of project representatives
- You have a track record of proven sales success
- You have a minimum of 2 years' experience in exterior storm restoration sales
- You have strong leadership skills with the ability to motivate and inspire a team
- You have the ability to thrive in a fast-paced environment
- You have excellent communication skills and a strong desire to provide the best customer experience for each customer you meet to ensure long-term relationships with all customers
- You have the ability to set goals and create a plan to accomplish them
- You desire working for a company that prides itself on its culture and core values

- You desire working for a company that is dedicated to giving back to the community; we are a Platinum Sponsor for Feed My Starving Children and give back by serving as a team multiple times each year
- You desire working for a company that provides all of its employees an industry-leading compensation package and full benefits package
- You must be coachable, have a positive attitude, and have the desire to succeed

### ***Responsibilities***

- Train and mentor a team of project representatives using our proven process
- Manage the team's customers to ensure they are receiving an excellent customer experience
- Lead a team to success by reaching both team and individual goals set forth by leadership
- Provide ongoing training
- Provide company updates and ensure that best practices are used at all times
- Ensure that all team members understand and follow the company's six core values

### ***Benefits/Compensation***

- Full-Time Employment
- Unlimited income potential
  - Base salary (DOE) + Commission + Incentives
- Industry-leading benefits package
  - Health Care: Employer pays 100% for all employee's health/dental/vision
  - 401K: Employer offers 100% match up to 3% and 50% match for the next 2%
  - LTD (Long Term Disability Insurance): Employer's plan provides a tax-free income per month in the event of a disability after 90 days of disability
  - RTO (Responsible Time Off)
  - Lifetime Fitness membership: Employer provides a subsidized health club membership of \$40 per month
- Additional incentive programs including company-paid trips, cash bonuses, gifts, etc.

### ***Start the Process***

If you are interested in this position or want to see other opportunities that Crown Exteriors has available, please click on the link below to get started:

[www.mncrownexteriors.com/careers](http://www.mncrownexteriors.com/careers)