



Sales Consultant

Superior Fence & Rail is an industry leader with multiple branch locations across the United States. We will be opening the **first location** in Oregon and SW Washington June 2023. Our goal is to be professional, innovative, and customer-centric. This is a ground up opportunity. We strive to be the largest and most professional fence company in Oregon and SW Washington.

As a Sales consultant you will learn and adopt Superior Fence & Rail structured selling process. Complete required training, present and sell the features and benefits of Superior Fence & Rail products. Continually prospect for new customers through networking, referrals, and effective follow-up. Set and maintain the required number of appointments to meet/exceed sales goals.

This is a commission-based pay opportunity in which compensation is determined solely by the success of the individual Sales Consultant. Average compensation is \$60k to \$150k+ per year. Phone and tablet are provided. A sales vehicle provided 90 days after the probationary period.

Essential Functions:

- Develop expertise in product knowledge, technical knowledge, and industry knowledge.
- Maintain a thorough understanding of the marketplace, competitors and industry trends.
- Identify new business and marketing opportunities.
- Develop product reference documents and product materials for customers.
- Organizing, Planning, and Prioritizing sales calls and appointments.
- Create and maintain a product marketing plan for increasing sales and revenue.
- Make outbound calls to set and confirm appointments with prospective clients.
- Work with install team leaders to understand, explain and analyze client requirements.
- Demonstrate products to consumers.
- Address potential client queries in a timely and professional manner.
- Perform basic record keeping and data entry to ensure proper tracking of sales and client needs/inquiries.
- Interacts with clients and co-workers in a pleasant and professional manner.
- Perform other duties as assigned.

Experience and Education:

- College degree in related field is preferred
- Excellent interpersonal and communication skills
- Skilled in verbal and written communications
- Polished and professional in demeanor and possess a strong work ethic
- Basic computer skills and proficiency with the internet
- Ability to work independently

- Ability to treat others with respect and gain trust and respect from subordinates and supervisors
- Exceedingly positive in his/her work attitude

Job Type: Full-time

Pay: \$60,000.00 - \$200,000.00 per year

Benefits:

- 401(k) matching
- Company car
- Dental insurance
- Flexible schedule
- Health insurance
- Life insurance
- Paid time off
- Paid training
- Vision insurance
- Work from home

Schedule:

- Day shift
- Monday to Friday

Supplemental pay types:

Commission pay

Ability to commute/relocate:

Clackamas, OR 97015: Reliably commute or planning to relocate before starting work (Required)

**If you are interested in being a Superior Fence and Rail Sales Consultant, please apply directly to:
<https://fencingportlandmetro.bamboohr.com/careers/24>

"We are an equal opportunity employer All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status."