



Outside Territory Sales Rep- Chicago

About the Company

At Solatube International, Inc., we pride ourselves on manufacturing the world's #1 Tubular Daylighting System. Our ability to accomplish this goal is based primarily on the people we hire. We look for adaptable, self-motivated, passionate, creative team players. If this sounds like you, why not bring your talents and skills to Solatube International? Visit our website at www.solatube.com

This is an excellent opportunity for an experienced, motivated and entrepreneurial Outside Territory Manager who consistently seeks personal challenges and professional rewards. This position will develop and manage the account sales efforts, identifying and developing new market opportunities within the building products industry, including regional building products retailers, energy conservation organizations, regional home builders, etc., to provide maximum growth opportunities for the Company.

Responsibilities:

- Responsible for building and expanding relationships with regional accounts to achieve sales, customer satisfaction and account profitability goals
- Responsible for developing a regional account program and relationship development within these multi-site strategic accounts
- Negotiate, implement, and ensure compliance to agreements with major accounts
- Develop, expand, and maintain agreements that deliver strong revenue growth and profitability
- Negotiate significant profitable opportunities both with new and existing strategic customers
- Develop and implement value-added programs and key measurements that align the customer's business objectives with our value proposition
- Provide functional direction and personal involvement as required to support the Regional and inside sales team in the planning, penetration and barrier removal within high potential sites

Skills/Qualifications:

Bachelor's Degree required, preferably in business or marketing or related discipline

Minimum five (5) years experience in sales and marketing for a manufacturer

Minimum five (5) years in similar position

Prefer LEED Certification

Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism

Benefits:

We offer growth potential for motivated professionals, great compensation, and full benefits including matching 401k, bonuses based on individual performance, dental insurance, medical insurance, pre-tax accounts for health care, paid sick time, and paid company holidays.

* Solatube International, Inc. is an Equal Opportunity Employer. Employment contingent upon successful completion of background investigation. Drug-free work environment. Only candidates whose profiles closely match requirements will be contacted during this search.