



Job Title: Western Slope Sales Representative
Classification: Exempt
Reports to: Regional Sales Manager
Location: Crossville Studios – Colorado

SUMMARY OF POSITION:

Accountable for delivering sales and profit goals for Crossville Studios products and for providing the highest level of customer service to an assigned residential region. In this position, you will professionally represent, service and sell Crossville Studios entire product portfolio, which includes Natural Stone, Quarry, Porcelain, Specialty Tiles and Allied Products. Crossville Studios team members are all expected to adhere to company's core values and work within the organizational standards and teamwork to achieve the overall goals. Responsible for all residential and commercial sales activities from lead generation to sales closure. Develops and implements an approved Marketing Plan which will meet both personal and business goals. Works within the sales and support teams for the achievement of customer satisfaction, revenue generation and long-term account goals in-line with the company vision and values.

ESSENTIAL FUNCTIONS:

- Working with your Regional Manager and team members to develop and execute sales strategies to consistently exceed sales and profit objectives for the mountain territory-roughly in the area of Silverthorne, Edwards and Steamboat. With the possibility of adding the Grand Junction area.
- Identify targeted Builders, Architects and Designers in your geographic market and develop a strong relationship with key contacts-this includes both the residential and commercial segments
- Update libraries and design studios with Crossville Studios product offerings.
- Visit job sites to stress the features and benefits of the Crossville Studios residential product lines, Crossville Studios staff, and new showroom.
- Use of CRM daily to track sales.
- The Sales Dev. Representative should possess the following Skills:
 - Be self-motivated with a high energy level and a willingness to go the extra mile.
 - Should be good listeners and make eye contact and are able to focus on the task at hand.
 - Strong follow-through skills.
 - Be a good communicator. Be willing and able to teach and share ideas with others in a group or one on one. Able to compose and analyze reports.
 - Maintain a professional appearance at all times.



- Prepare a formal and rehearsed presentation of Crossville Studios products, services and company strengths.
- Will occasionally perform informal inside sales. Must be willing and able to work with the other sales team members to update the sales staff on new residential product offerings and incorporating specialty items with current inventories to promote the entire product line.
- Responds to customer's needs providing timely feedback regarding all sales related issues.
- Should always be well prepared by doing their research on the customers, and their competition.
- Must set objectives and work within the Crossville Studios profile to reach these objectives.
- Responsible for maintaining residential customers within said territory and completing reports and goals in a said time frame.
- Will need to ask open ended questions; know the features and benefits of Crossville Studios product offering.
- Participates in periodic training sessions and cross training opportunities.
- Participate in local NKBA, ASID, HBA and Chamber mixers.
- Perform other duties and responsibilities as assigned.

REQUIRED COMPETENCIES OF THE JOB:

- Well-developed inter-personal and communication skills, presentation skills, negotiating skills, organization skills, listening skills and ability to work well with others.
- Must have an openness to accept new techniques in product knowledge, training and problem solving.
- Work within the team scope of Crossville Studios on relationships and completing the tasks on a timely basis.
- Maintaining positive communication skills at all times.

PHYSICAL REQUIREMENTS OF THIS JOB:

- You will be expected to stand for long periods of time.
- You will be expected to lift up to 20 pounds.
- Bending, crouching, pushing and pulling will be required.

ENVIRONMENTAL CONDITIONS:

- Working in extreme weather conditions (hot and cold) when traveling.
- Working in an office environment.



QUALIFICATIONS:

- Excellent organizational skills with attention to detail.
- Strong problem-solving skills.
- Positive attitude and strong work ethic.
- Good interpersonal skills in dealing with customers and clients.
- Must pass mandatory pre-employment drug test, physical, and criminal background check.

EXPECTED HOURS OF WORK:

- 7:30 AM – 4:30 PM. Overtime maybe necessary as required.

TRAVEL:

- Extensive traveling is required by car and some air traveling for training and other events.