



Energy Panel Structures, Inc.

DISTRICT SALES MANAGER

This role requires that you work across multiple markets to sell building components and pre-engineered, custom designed wood frame building structures. You will take direct ownership of an assigned territory and deliver the highest level of service to existing customers, while proactively developing a pipeline of new dealer business.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Direct, face-to-face sales targeting General Contractors, Framers, Homebuilders, Commercial Builders, Multifamily Builders and Project Investors who are in need of building components, specifically roof trusses, floor trusses, panelized wall systems and other building packages.
- Possess the ability to prepare and present bids, proposals and estimates.
- Personally and promptly make necessary sales calls to contact former customers and prospective customers in order to persuade and close sales in the customer's home or place of business, securing the down payment and obtaining necessary signatories for preliminary documents (i.e. signed contract, capital improvement notice, site survey, etc.) and making certain they are properly executed and distributed.
- Will be assigned a specific geographic territory and is expected to conduct all sales activity within and for only that territory.
- Will be expected to analyze and determine sales area opportunities for exploration, saturation and marketing focus within the assigned territory.
- Aggressively prospect, cold call, identify and develop new clients, while nurturing existing accounts.
- Understand and maintain awareness of area Marketing Plan.
- Identify and develop solutions, demonstrate the ability to routinely sell and to close business.
- Establish and maintain a regular schedule of area client and prospect visits; seek out opportunities, develop area awareness of you, your business and products.
- When prospecting, document lead generation and all pertinent account/prospect conversations and activity on our CRM system.
- Evaluate, monitor and stay informed of developments in your territory to gain advantage by thoroughly understanding area competition and your competitive position.
- Conduct business with the highest degree of integrity and proactively address all customer concerns.
- Main geographical sales territory will be the Greater St. Louis, MO area.
- Knowledge of businesses already purchasing these components in the defined geographical area is highly desirable.

COMPETENCIES

- Critical thinking and problem solving skills, planning and organizing.
- Coordination and control, time management and attention to detail.
- Effective communication skills.
- Adaptability and flexibility.

MINIMUM REQUIREMENTS

- A BS/BA degree or equivalent experience in selling or customer service with a demonstrated record of sales achievement.
- 2 years in construction contracting business.
- 5 years in direct sales or equivalent.

- Ability to transport self to, around and through all parts of a building construction site.
- In depth knowledge of the market, competitive and operative factors of the building construction industry desired.
- Adept at basic mathematics.
- Excellent oral and verbal communication skills.
- Capable of using the tools of carpentry and general construction.
- Demonstrated skill developing and nurturing valuable, long-term customer relationships.
- Capacity to quickly learn the pre-engineered, custom building industry, including the ability to read and understand both simple and complex building drawings and state building/site regulations and codes.
- Positive sales attitude coupled with energy, focused on goal achievement.
- Innate commitment to best practices in gold standard client service delivery and exceeding the business needs of your customer.
- Strong presentation, influence, negotiation and closing skills in combination with good interpersonal, communication, time management and organizational skills.
- Computer proficiency with Microsoft Office, Excel and Outlook applications.

WORK ENVIRONMENT / PHYSICAL ACTIVITY

- Work is conducted in an office/field setting with sedentary to moderate physical effort associated with using a computer, copier, etc. May involve walking or standing for extended periods of time.
- May be required to occasionally lift, carry, push, pull or otherwise move objects up to 50 pounds.
- Occasionally will be required to set up at trade shows and county fairs requiring that you be able to walk throughout the venue or Fair Grounds environment to perform some aspect of assigned duties.
- Must be able to stand at work area or booth for extended periods of time.
- Must be able to walk around construction job sites.
- Position requires good or corrected vision, ability to adjust focus, peripheral vision and depth perception.
- Must be able to constantly reach with both hands and arms.
- Must be able to withstand a noisy, dusty environment.
- Must adhere to all company safety policies and safety policies observed while visiting building sites.
- Must be able to work in both hot and cold atmosphere depending on weather conditions.
- Minimal overnight travel may be required. Primary travel will be local.

We offer a very Competitive Base Salary, Comprehensive Benefit Package including 401k and ESOP. This position is located in our Perryville, MO location. Applicants are asked to send Resume and Cover Letter to Jan Heise at jheise@epsbuildings.com for consideration. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.