JOB DESCRIPTION

Job Title: Cabinetry Sales & Design

Location: Rochester, MN

Salary Range: Base + Commission

Department: Sales

Position Type: Full Time

Reporting Manager: Branch Manager

Employment Status: Exempt

Summary

The Outside Sales Cabinets is responsible for the design and sales of cabinets and accessories

Essential Functions

- o   Meet or exceed personal sales goals set by Branch Manager and Lead Cabinet Designer
- o   Create and design cabinets according to customer needs and preference
- o   Must be efficient at cabinet design software to create customer presentations
- o   Provide preliminary as well as final project estimates to builder or contractor base
- o   Build and maintain working relationships with customers and vendors
- o   Be able to conduct on-site project measures
- o   Coordinate delivery and installation of cabinetry
- o   Communicate ideas or concerns to the Branch Manager
- o   Meet with customers in showroom; sometimes after normal business hours

Other Functions

- o   Assist walk-in customers with product questions and orders
- o   Responsible for keeping Show Room neat and orderly
- o   Work with Accounts Receivable to help keep accounts current
- o   Other responsibilities as assigned by Lead Cabinet Designer or Branch Manager

Qualifications

- o Organized

- o Responsible

- o Excellent customer service skills

- o Strong time management skills

- o Ability to multi-task

Experience & Education

- o Excellent math skills

- o Problem solving skills

- o Knowledge of products sold

- o Computer skills

- o Knowledge of computer programs necessary for job functions

Substance Abuse Testing

Due to the safety and/or security sensitive nature of this classification, individuals shall be subject to pre-employment or pre-placement alcohol, drug and/or controlled substance testing as outlined in the handbook. Certain positions within this class are subject to DOT Federal Motor Carrier Safety Administration (FMCSA) drug and alcohol testing as outlined in 49 Code of Federal Regulations (CFR) Part 382 (by assignment).