



Territory Sales Representative

North/Central MN (Including Eastern ND & SD, and Northwestern WI)

Position Summary

To develop, oversee, and maintain relationships with key personnel within multiple sales channels, including Kitchen and Bath Dealers and Lumber Yards, within an assigned territory.

Accountabilities

To perform this job successfully, an individual must be able to excel at the essential functions assigned. The requirements listed below are a representation of the knowledge, skills, and ability required.

- Develop territory-level and store-level strategies to increase market share.
- Gain an understanding and insight into customer needs through direct (face-to-face) interaction.
- Support dealers and customers through continuous training and collaboration.
- Partner with store leadership, designers, and sales staff to promote Bayer Interior Woods materials by maximizing in-store merchandising, new program initiatives, end-user engagement, and overall performance.
- Conduct multiple customer visits each day.
- Meet/exceed territory budget requirements.
- Develop and maintain a continuous knowledge of industry trends as well as competitors to ensure competitive advantage and identify growth potential opportunities.
- Maintain and update store displays, marketing materials, and finish samples.
- Provide an excellent customer experience by answering questions, providing needed information, and addressing complaints. Find solutions and ensure customer satisfaction through open, honest, and interactive communication.
- Work dealer events, trade shows, etc.
- Additional duties and responsibilities as required.

Required skills

- Strong understanding of the building materials industry.
- Work well independently as well as in a collaborative environment.
- Strong organizational skills and the ability to complete work thoroughly within a given appointment time.
- Outgoing driven personality with excellent people skills
- Excellent technical skills including a working knowledge of Word, Excel, and PowerPoint. 20/20 Design Software knowledge is an asset.
- Excellent verbal and written communication skills, strong follow-up skills, and solid relationship management skills.

Desired Skills

- A history of cabinet dealer sales is a Strong Plus.
- A history of kitchen and bath cabinetry design.
- Insight into cabinetry and door manufacturing and sales processes.
- Previous CRM experience.
- Territory Management Experience.

Salary + Commission

\$55,000 - \$100,000+

Job Type

Full-time - Remote