

Sales Representative, In-Home Sales

Independently owned Pella branch

Are you a driven, independent, self-starter who constantly strives to be number one? Do you have a proven track record of closing business in a customer's home? Gunton Corporation, an innovative, dynamic, growing company, is now looking for an In-Home Outside Sales Consultant. We are seeking a confident outgoing individual who is self-disciplined and thrives on the challenge of closing the sale.

We don't employ high pressure tactics and we don't pull the order from you if you don't walk out of the house with a contract. We have a strong brand, highly recognized products and deliver an excellent customer experience. Half of the projects we sell are closed because we are "invited" back into the home due to the customer recognizing our value and respecting our knowledge. Window and Door replacement is an expensive investment which requires customers to carefully consider, brand, installation method and reputation and longevity of the company from which they are purchasing.

We offer:

- We make a significant investment training a new representative and have a solid compensation plan that allows a rep to build a pipeline prior to transitioning to our standard compensation plan. Many reps exceed 100K annual earnings.
- Use of Smartphone, laptop computer and product samples
- Vehicle Allowance program with a Gas Card
- Full Benefits package including Medical, Dental, 401K and Profit Sharing plans
- Reputation of the Pella Brand
- Quality engineered Pella product solutions that are Brand recognized for quality

Job Responsibilities:

Achieve sales and compensation goals by:

- Assessing and match the Brand, Product and Accessories to address customer's needs
- Perform superb professional product demonstrations
- Match the correct installation requirements to the type of building application
- Provide accurate measurements and trim requirements
- Prepare an accurate proposal while in the home
- Present and close the sale
- Follow-up with the customer through the completion of the product installation to ensure a positive "Customer Experience"
- Self-Generate future business by delivering on the "Customer Experience" we would expect as the customer

Qualifications:

- Self-motivation and results driven
- In-home or outside sales experience is a plus
- The ability to close sales
- A strong focus on providing a great experience for our customer
- Availability to run appointments on evenings and Saturdays
- Excellent written and verbal communication skills
- The ability to work independently.
- College degree or an equivalent combination of education and experience.
- Valid driver's license with a clean driving record.

Gunton Corporation is an independently owned Pella distributor. Gunton provides consultative design services, pre-finishing capabilities, and expert installation of our quality windows and doors for new construction, remodeling and replacement applications. Founded in 1932, Gunton is family-owned with a rich history of innovation and leadership in a competitive industry. Our reputation for excellence is founded on our commitment to our people and our customers.

Pella Corporation, is an innovative leader in creating a better view for homes and businesses by designing, testing, and manufacturing quality windows and doors for new construction, remodeling and replacement applications. Founded in 1925, Pella is a family-owned and professionally managed privately-held company, known for its history of innovation. The company is committed to incorporating new technologies and practicing environmental stewardship.

QUALIFICATIONS:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

CONDITION OF EMPLOYMENT:

Gunton Corporation is committed to workforce diversity. Gunton is a Tobacco-Free Work Environment. Post-offer background checks and drug screen required. Gunton participates in E-Verify. Gunton will provide the Social Security Administration (SSA) and, if necessary, the Department of Homeland Security (DHS), with information from each new employee's Form I-9 to confirm work authorization.

EQUAL EMPLOYMENT OPPORTUNITY:

Gunton Corporation provides a working environment free of discrimination and harassment. Gunton Corporation treats all persons equally, regardless of race, color, sex, religion, national origin, age or disability, as each is protected under federal law. A number of states in which Pella operates have laws protecting classifications of Team Members not necessarily protected under federal law. Therefore, Pella also treats all persons equally, regardless of political affiliation and belief, pregnancy, national origin, age, creed, marital status, military status, sexual orientation, mental disorder, veteran status, ancestry.

Apply today to learn about your future as a team member of Pella Windows and Doors by Gunton Corporation!

Apply at our website: <http://www.guntonpella.com/>

-or-

Send your resume to: jobsearch@gunton.com