

## **JOB DESCRIPTION**

### **Washington Supply Fayette Regional Salesperson**

**Category:** Marketing & Sales

**Skill Level:** Experience in sales and in the building products industry preferred

**Position Type:** Full-Time

Washington Supply Fayette is a private for-profit building supply business owned by the Community Action Commission of Fayette County, a non-profit 501©3 corporation located in Washington C.H., Ohio. CAC operates affordable housing construction programs with an emphasis on green building techniques and materials. Washington Supply Fayette is seeking an individual with sales experience and knowledge of single and multifamily residential construction materials, with a willingness to obtain knowledge in green building principles including LEED

#### **Position Overview:**

Washington Supply Fayette is looking for a passionate Regional Salesperson to market and sell building materials to affordable housing developers throughout Central Ohio. This individual will call on developers, prepare construction take-offs and cost estimates, make clients aware of the latest in green building technology, demonstrate cost effectiveness of these materials, work closely with the local Store Manager, coordinate deliveries and assure customer satisfaction

#### **Roles and Responsibilities:**

- Develop a territory business plan and manage the territory to maximize sales
- Promote the company's story throughout the region
- Call on affordable housing developers throughout the region
- Develop a line of green building materials for sale to clients
- Train and Support the builders in green building techniques and materials
- Deliver customer service that is professional, timely and targeted to customer's needs

#### **Skills and Qualifications:**

- Experience in the building products industry strongly preferred
- Experience with sales calls on developers strongly preferred
- Understanding of green building principles strongly preferred
- A proven track record in sales
- Strong computer skills including Word, Excel, Quickbooks Construction

**Personality Profile:**

- **Self-Starter who takes responsibility for a territory**
- **Outstanding written and verbal communication skills**
- **Strong interpersonal skills and ability to work independently and on a team**
- **Energetic, detail-oriented, able to prioritize**
- **Enthusiastic about the company mission and green building**

**Travel:**

**The regional salesperson will be required to travel extensively throughout the Central Ohio region using their own car with company travel reimbursement provided**

**Compensation:**

**This challenging opportunity for an ambitious, self-motivated individual offers a competitive compensation package with salary and benefits commensurate with experience and performance**

**To Apply:**

**Send resume and salary expectations to:**

**Patty Griffiths, Housing Director**

**1360 Forest Street**

**Washington C.H., OH 43160**