

Overview:

The Territory Business Development Representative will be responsible for generating new business that will help Allen & Allen Co. meet and exceed sales goals. Our business model is solution oriented and aimed at providing an exceptional customer experience to residential contractors, commercial interior contractors, designers, architects, homeowners and wholesale building material providers. Our current lines of business include: windows and doors, decorative/architectural hardware, bathroom fixtures, custom millwork, lumber and general hardware.

This position provides tremendous opportunity for growth and professional development. Territory Business Development Representatives will report to the Business Development Manager.

Job Description

Working knowledge of Allen & Allen Co.'s full line of product and service offerings.
Focus on generating new business by identifying and developing new sources for sales opportunities across lines of business
Meet or exceed sales goals/expectations and quota requirements
Establish productive, professional relationships with personnel in new and existing customer accounts.
Must be people savvy – with the aptitude to communicate and build relationships with all types of stakeholders serving in a range of roles
Accurately and effectively position each of the major product capabilities to a diverse client base
Active participation in the strategy of company-wide business development objectives
Negotiate, present, problem solve and manage overall customer experience and satisfaction
Develop and maintain a prospect database and leads. Plan and track activities using CRM platform.
Contribute to marketing activities
Regularly participate in community and corporate networking events and meetings.
Adhere to the policies set forth in the Employee Handbook (condition of employment)
And any other duties and/or assignments as may be required or assigned

Requirements:

Proven prospecting skills with the ability to initiate and build professional relationships.
Motivated, self-starter with excellent interpersonal skills.
Solution-minded selling abilities
Adeptness to work independently and/or collaboratively
Experience utilizing CRM tools
Growth oriented – interested in personal and professional development
Established system for managing time and productively
Use and understand our propriety, Microsoft based software
Must provide good reliable transportation and must maintain a good driving record that meets the acceptable requirements as determined by the Company's insurance provider
Commitment to our core values: solid work ethic, focus on people and doing the right thing.
Residential and/or commercial construction sales, project management, or contracting preferred but not required