



Commercial Roofing Consultant- Sales (Kent, Washington Branch)

Columbia Roofing & Sheet Metal is an industry leader with over 20 years' experience. We are conducting a national search for a **Commercial Roofing Consultant (CRC)** to join our talented and growing Sales Team in our **Kent, WA Branch**. The CRC's primary role is to service existing customers and develop new business opportunities in the commercial roofing market. Primarily focusing on business to business commercial sales, property management canvassing, and in-coming leads.

We are a tight-knit and supportive work culture looking for individuals who are motivated and thrive in a team environment. The company, headquartered in Tualatin Oregon, operates through three locations.

Benefits of this position include a truck, gas card, laptop, phone, and paid vacations. We offer competitive pay plus commissions and bonus' plans.

Essential Duties and Responsibilities

- Develop new business opportunities through cold calls and leads, a canvassing plan will be built focusing on the market strengths.
- Develop sales opportunities through semiannual and annual service contracts
- Develop and execute comprehensive sales plan to service and expand our business with our existing and new customers
- Develop accurate job information from various and numerous sources to develop quotes with sound pricing and delivery strategies
- Build and properly navigate sales proposals to help guide customers through their projects
- Must be able to develop continuous business relationship with our customers and our vendors
- Navigate seven figure selling opportunities
- Attend trade shows when needed
- Ready to work in a fast-paced, growing environment
- Attend weekly sales and general meetings, semi annual off-site sales meetings with team
- Be a role model for company core values – integrity, relationships, respect, results, and safety

Education:

- High School Diploma or equivalent
- College degree preferred, not required

Necessary Experience:

- Previous experience in a business to business sales environment
- Understands how to network, prospect, and set appointments
- Construction knowledge and estimating experience preferred

Other Requirements:

- Occasionally work evenings, overtime and on-call
- Pass pre-employment and ongoing random drug testing and background check
- Currently have and sustaining a good driving record and valid driver's license throughout employment
- Ability to communicate in English

Environmental Conditions:

- Able to work in temperamental weather
- Lift and secure a 30' ladder
- 40% in office 60% in field

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