



Position: Outside Sales Representative – Greenville, SC

Are you looking for a fulfilling career change? Do you feel undervalued for your sales prowess in your current role? Are you tired of pushing subpar products to production home builders and inexperienced contractors? If so, we have an exciting opportunity for you!

About Us:

At ITC Millwork, we take pride in catering to the most discerning luxury home builders and residential remodelers in the Southeast. We are the proud representatives of premium brands specializing in interior & exterior doors, interior trim, and custom millwork for building professionals and their craftspeople.

Who We're Seeking:

We seek an experienced Architectural Millwork Specialist to join our Outside Sales Team in Greenville, SC. The ideal candidate should possess:

- 3-5 years of proven sales experience in the Building Materials industry, particularly with doors, millwork, and trim.
- Proficiency in blueprint reading, take-offs, and proposal creation.
- A knack for cultivating long-term relationships consistently addressing our clients' design needs.
- The ability to juggle multiple projects and stages of construction while prioritizing effectively.
- Exceptional communication skills, both within the company and with external stakeholders.

Responsibilities:

As an Outside Sales Representative, your primary responsibilities will include:

- Maintaining and strengthening existing customer relationships.
- Developing new business opportunities to fuel growth.
- Establishing yourself as the go-to "industry expert" and "millwork project manager" for our customers and their clients.
- Collaborate closely with our internal sales, marketing, and operations teams to ensure prompt and thorough customer satisfaction.
- Accurately recording customer interactions and prospecting activities in our system.

What's in it for You:

We believe in rewarding your hard work and dedication. That's why we offer a competitive compensation package that includes:

- A salary and commission structure is designed to reward your performance.
- Vehicle allowance for convenience.
- Comprehensive healthcare benefits.
- 401k retirement plan.
- Generous paid time off and holidays.
- Robust onboarding process to set you up for success at ITC Millwork.

If you are confident in your personality, skills, and drive to succeed as our Architectural Millwork Specialist in the Greenville market, we encourage you to submit your application today! Interviews will commence in mid-October. Join us in shaping the future of ITC Millwork as we expand to serve our valued clients better and grow our team. Your success is our success.