

Southern Quality Roofing

Job Title: **Roofing Sales Representative**

We invite you to consider joining the Southern Quality Roofing team! We believe that our employees are our greatest asset, and we're committed to providing them with a supportive and engaging work environment. We are currently looking to add 2-3 dedicated individuals to our team.

We value hard work, creativity, and integrity. We encourage our sales team to become great problem solvers and constantly strive for excellence. Our mission is to create a culture where everyone feels valued, respected, and empowered to reach their full potential.

Joining us means joining a team dedicated to making a difference here in the Western North Carolina area. We believe in giving back and making a positive impact in our community! We're passionate about what we do and want you to be passionate about it, too.

We offer very competitive compensation plans and opportunities for professional development. We want you to grow with us, to learn new skills, and to take on new challenges. We believe in promoting from within and rewarding our employees for their hard work and dedication.

So, if you're looking for a company that values its employees, encourages professionalism, and makes a difference in the community, we'd love to hear from you. Join us, and let's do something extraordinary together.

Job Overview:

Southern Quality Roofing Sales Representatives are responsible for promoting and selling roofing products and services to residential and commercial customers in the area. This role involves generating leads, conducting site assessments, measuring roofs, providing estimates using our estimating software, and managing customer relationships to ensure the successful completion of roofing projects.

Roofing Independent Sales Reps needed to prospect and develop roofing sales. Pay is commission based with uncapped pay potential. Independent Sales Reps can expect to earn \$60K - \$150K annually.

Key Responsibilities:

Prospecting and Lead Generation:

- Identify potential customers through various means, including cold-calling, referrals, networking, and online research.
- Develop and maintain a list of leads and opportunities.

Customer Consultation:

- Conduct on-site assessments of roofing needs and evaluate the condition of existing roofs.
- Discuss roofing options and solutions with customers, addressing their concerns and answering questions.

Estimates and Proposals:

- Prepare detailed and accurate cost estimates and proposals for roofing projects.
- Present proposals to customers and negotiate terms and pricing.

Sales and Closing:

- Close sales and obtain signed contracts.
- Ensure all necessary documentation is completed, including permits and insurance requirements.

Customer Relationship Management:

- Build and maintain strong relationships with customers, work with customers from initial appointment to close-out of their project.
- Address customer concerns and provide exceptional customer service throughout the project.

Product Knowledge:

- Stay updated on the latest roofing products, materials, and technologies.
- Provide customers with information on the benefits of different roofing options.

Project Coordination:

- Collaborate with the roofing team and project managers to ensure the successful execution of roofing projects.
- Communicate project details and timelines to customers.

Sales Reporting:

- Maintain accurate records of leads, sales activities, and customer interactions.
- Prepare regular sales reports for management.

Qualifications:

- High school diploma or equivalent.
- Proven experience in sales, preferably in the roofing or construction industry.
- Strong communication and negotiation skills.
- Proficiency with sales software and tools.

- Valid driver's license and reliable transportation.
- Excellent problem-solving skills and attention to detail.
- A positive attitude and a customer-focused mindset.
- Ability to climb a ladder and comfortable working at heights.
- Basic knowledge of roofing materials, products, and installation processes (preferred).
- Ability to read and understand architectural plans and blueprints (preferred).

Working Conditions:

Roofing sales representatives often work both indoors and outdoors. They may need to climb ladders or access roofs for assessments. This role may involve irregular hours, including weekends and evenings, to accommodate customer schedules and project needs.