



## Mike's Flooring Companies

2019

**Title:** Sales Representative

**Locations:** Chantilly, Virginia, Ft. Lauderdale and Orlando, Florida; Charlotte and Raleigh, North Carolina; and Atlanta, Georgia

**Travel:** Local travel, must have valid driver's license and personal vehicle

**MFC is a fast-growing privately-held business in the construction and property management industries.** We provide new and replacement flooring solutions in the commercial construction, property management, and retail sectors. We have 9 locations up and down the East coast, and we are growing in all of our locations. We are committed to building our team to support further growth with dynamic people who share our passion.

We are seeking people who possess high values and are driven to excel. We seek people that are enthusiastic, dependable, intelligent, and are committed to exceeding client expectations. **Do you have a 2-year Associates degree or an Undergraduate degree, or are you able about to earn one of those degrees this Spring? Are you looking for a career professional growth opportunity in an exciting environment?** This is an entry level sales position with no experience necessary. **We will train you! We're looking to hire for a career, not just a job.** Successful sales reps in our industry should expect to earn \$60,000 after their first year, and should expect to reliably earn \$75,000 to \$120,000 annually after two years. Compensation is strongly tied to your performance through a commission structure that rewards you on the total level of your sales, and the profitability of those sales.

We are celebrating our **30<sup>th</sup> birthday** this year, and we our locations are in six of the ten fastest growing markets national in our industry. We will bring you into our Chantilly HQs and train you for 90 days, both formal training and active sales rep experience with one of our experienced sales reps. Once you complete the probationary training period, we will match you up to one of our locations where you will work with the local team to develop your portfolio of customers with continuing support from our HQs sales management. We think we are looking for self-motivated individuals who are seeking a satisfying job with career growth – while living in some fun metro areas.

## Qualifications

- Two year Associate or Four year college degree: Business, Interior Design, Media Studies, Industrial Engineering, or Construction Management
- In addition to the academic background, work experience in the construction industry, project management and sales functional positions, and even the hospitality industry (bar tenders, servers, hotel front desk).
- We highly value military veterans who have related skills and experiences to those listed above.
- Ability to meet sales goals, prospect and close deals, you enjoy negotiation.
- Enduring Self-confidence, self-motivation, and high-octane success orientation. This is about results, not effort!
- Exceptional relationship development skills – this isn't retail or order-taking.
- Demonstrated ability to develop and maintain excellent customer relationships – we've been in business for 30-years and we live on repeat business from our customers.
- Unshakeable High Integrity, enough said.
- Willingness to work closely with senior sales representatives to develop sales opportunities while building your sales and product knowledge -- it takes time to learn our products and you will need to work with our more experienced sales reps to be successful.
- Ability to understand, position, and sell the full portfolio of MFC flooring solutions
- Commitment to doing the everyday hard work of a sales rep -- Following up thoroughly on each client commitment, prospecting, qualifying and developing profitable new account relationships
- Excellent written & verbal communication skills.
- Technology skills must include standard office application competence, ability to learn certain construction industry and estimation applications, and become highly competent with our proprietary software platform.

**Salary:** Competitive salary and commission plan which is commensurate with experience

Email resume to: [tschreiber@mikesfloorco.com](mailto:tschreiber@mikesfloorco.com)