



## Flooring Contractor North Carolina Territory Sales Manager

**Are you a hunter? We have an established brand with a B2B flooring company operating in 10 locations along the Eastern Seaboard. We need an aggressive, success-driven individual to lead our Sales team in the North Carolina market.** Our home location in NC is in the Raleigh area, and we also have an office/warehouse location in Charlotte. We believe the NC flooring market is one of the top ten markets in the US, and we have recently established ourselves in NC over the last two years. Our primary flooring segment focus is with property management companies and medium-to-large commercial projects. **Are you looking to take the next career step and grow a territory while building long lasting sales relationships?**

### **In this role, you will be asked to Deliver Results:**

- Build relationships with new customers and increase market share of Mikes Flooring Companies, Inc.
- Increase sales growth in North Carolina
- Recruit qualified, successful sales representatives and account managers to join your team
- Work with our VP- Property and Commercial Sales on the development of sales programs to leverage our existing relationships in other markets.
- Travel extensively in North Carolina
- Attend trade shows and supplier events when needed.
- Deliver impressive sales results
- Work closely and effectively with our existing sales support and warehouse teams
- Learn and follow our established business processes and business systems

### **Position Requirements:**

- 2-4 years of sales management experience required, to include; fully developed sales skills (prospecting, qualifying, closing, and growing existing customers)
- Demonstrated success prospecting for and closing new business
- Flooring and/or construction background preferred
- Able to travel frequently
- Bachelor's degree in business/related field or equivalent experience required
- Highly motivated and success driven
- Strong communication and presentation skills
- Excellent time and territory management habits
- Experience with personal computer, e-mail, and commitment to learn and execute within our business processes and business systems

### **Compensation & Benefits:**

We offer a competitive salary and benefit program that includes:

#### **Salary, Commission, & Benefits**

- Medical, dental and vision insurance
- Prescription drug program
- Short and long term disability
- 401(k) retirement plan with company contribution
- Paid vacation
- 8 paid holidays
- Flexible Spending Accounts
- Commission Program, negotiable car allowance, cell phone and laptop are included