



Mike's Flooring Companies

2018

Title: Salesperson/Account Manager

Location: Ft. Lauderdale, FL

Due to unprecedented growth, we have a position available for an experienced flooring professional. We will also accept resumes from experienced construction sales individuals with a following of general contractors.

Reports to: Regional Manager

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

Responsibilities

- Engaging in cold calling to establish new business
- Identifying sales opportunities by exploring client business needs
- Working closely with senior sales representatives to develop sales opportunities
- Understand, position, and sell the full portfolio of MFC flooring solutions
- Exceed quota
- Ability to demonstrate a full understanding of business issues, displaying excellent telephone and direct interpersonal communication (written and verbal) skills; ask questions that move clients forward in their buying process
- Understanding the negotiating interests of both MFC and the client while displaying strong technical knowledge
- Following up thoroughly on each client commitment, prospecting, qualifying, and developing profitable new account relationships
- Developing relationships with flooring industry partners to work on leads and opportunities
- Developing and maintaining a strong knowledge of leading industry trends
- Submitting accurate and timely forecasts that are aligned with assigned sales quotas
- Proactively advising and introducing new solutions to solve client's business needs
- Ensure client satisfaction is exceeded through successful account management
- This position requires schedule and location flexibility, as an average day may start at a job site, with travel to your home office, and then out to a prospect's office



Qualifications

- Four year college degree: Business, Interior Design, Media Studies, Industrial Engineering, or Construction Management
- 3-5 years of successful sales experience in selling professional services and solutions
- Ability to effectively communicate and interface at all levels of an organization vertically and horizontally
- Demonstrated ability to develop and maintain excellent customer relationships
- An unwavering commitment to customer satisfaction and a winning attitude to support company growth goals
- Ability to work independently and be self-motivated in a fast paced environment
- Ability to sell in a consultative manner to identify and address client issues
- Ability to partner with industry partners to drive opportunities
- Exceptional relationship development skills
- Excellent written & verbal communication skills
- Ability to create and communicate value propositions
- Prior experience in construction industry, project management, estimating, architectural design, and related activities
- Existing relationships within the industry are valued
- A successful track record of quota attainment demonstrating your ability to stay motivated to achieve your goals
- Must pass background check

MFC offers a generous benefits package including:

- 401(k) plan with company match
- Health, Dental and Vision Insurance
- Life Insurance and Short Term Disability coverage paid 100% for employee
- Flexible Spending Accounts
- Paid Vacation, Paid Sick and Holidays

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

* RESUME REQUIRED TO APPLY *

Send to: jrojas@mikesfloorco.com