

Outside Sales Representative

As a Carter Lumber Outside Sales Representative, your work is first and foremost about creating and maintaining relationships. The building materials industry is booming, so if making connections and communicating effectively is your specialty, this is an opportunity you don't want to miss working for a multi-billion-dollar company!

Our Story

Carter Lumber was founded in 1932 by W.E. Carter. For 90 years, we have strengthened our company by staying true to our values, which include honesty, hard work, and putting people first. What started as a single lumberyard in Akron, Ohio, is represented today by seven brands servicing professional builders and homeowners across thirteen states with more than 160 locations. Despite our growth, we are still a family-owned company. Our core values and our people-first culture remain the same.

Description

Sales Reps work with all departments from the Yard and dispatch office to middle management to market Vice Presidents. You will be responsible for finding and completing sales of our full line of building materials and installed services with local contractors, builders, and remodelers. Yes, you will "sell projects," but once a job is sold, you need to manage that job *and* that relationship. You'll collect and keep up to date information on your customers' product use and trends, visit job sites as needed, maintain schedules, and put out fires. Proven sales strategies, commitment follow-through, and heavy communication are all necessary for success.

Salary + commission. The sky's the limit! Our commission is structured so that there is no limit to your compensation.

Requirements

- Experience in sales
- Knowledge of home building basics
- Create material estimates/quotes and special orders
- Open new accounts on a monthly/quarterly basis
- Learn to read blueprints and provide material take off lists
- Ability to work independently
- Strong planning and organizational skills
- Experience with Microsoft Office suite
- Attend HBA/builder/company functions as required

Benefits (full-time employees)

- Health, Dental, Vision (Single and Family Plans) available after 30 days of employment
- Short and Long-Term Disability
- Company-paid life insurance and AD&D
- Optional supplemental life insurance
- Company-match 401(k)
- Vacation time and paid holidays
- Vendor incentives
- Room for growth; we promote from within!