

Manufacturing Sales Representative - B2B

Build Your Future with TEMO

(Home Improvement Products/Building Materials) – West Coast, United States

Tagged: Building Materials, Sales

Company Overview:

- *Temo Inc. has been an industry leader in Backyard Living Products for over 55 Years. This is an innovative company that aims to enhance the overall relationship with its partners and provides solid dealer support tools. www.Temoinc.com*

What is Being Offered:

- Top tier pay plan - Establish your territory for a total earning potential of \$300k-\$500k within a few years. This role offers a competitive \$100k base salary plus commission and performance-based bonuses.
- Robust benefits package medical, dental, vision, disability, life insurance, and 401k savings plan
- Monthly car allowance with covered travel expenses

What The Position is About:

- Drive sales, exceed quotas by identifying and closing new business opportunities with home improvement companies
- Develop and expand your territory and be a closer of sunrooms and outdoor living sales
- Deliver persuasive sales presentations and close sales
- Manage customer and dealer communications
- Travel to multiple states 50% or more per month

The Right Candidate Will Have:

We are looking for a **proven CLOSER** who knows how to **seal the deal** and can teach others to do the same. This role requires a results-driven sales professional who can **run leads effectively, close jobs with confidence, and train our customers on closing strategies** to maximize their success.

- Bachelor's degree in marketing/business and or 2- 3 years of sales experience, home improvement industry preferred
- Experience and comfort in hunting and prospecting for new business with exceptional communication skills
- Valid Driver's License
- Proven track record of successful territory development, and a growth mindset

- Tech savvy (proficient in Microsoft Office and familiar with CRM tools)
- Commit to continuous learning and knowledge of the company's products and maintain up to date on industry trends and developments that may affect the market
- **Territory – CA,OR,WA,NV,AZ,UT and ID**