



**Insulspan** a leading manufacturer of Structural Insulated Panels (SIPS) is seeking a **Sales Representative** based out of the Blissfield, MI office to deliver service, quality and expertise through the promotion and sale of Insulspan products. The sales rep will be accountable for meeting sales volumes, margins, and customer satisfaction objectives. In addition, responsibilities will include selling and building relationships with residential and commercial contractors, architects and dealers.

#### **Duties and Responsibilities Include**

- Identify new opportunities to increase sales volumes in the commercial, governmental and residential markets
- Act as a liaison between the client and the company throughout the sales process providing accurate and updated information to both parties as needed
- Assist clients during the consultation and estimating phase of the building process
- Handle customer complaints and ensure timely customer payments
- Promote Insulspan products through customer education and attending trade shows
- Maintain weekly and monthly sales budgets and forecasts and update the Customer database as appropriate

#### **Preferred Skills, Knowledge and Requirements**

- 2 + years of business to consumer sales experience
- Knowledge of the construction industry including expertise on Energy Efficiency, Building Codes, and Design **is a plus**
- High level of professionalism and integrity
- Demonstrated ability to achieve sales goals, execute client negotiations and closing skills
- Travel required, trade shows, client meetings, sales functions
- Excellent organizational, decision making and problem solving skills
- Self-directed, able to work independently and as part of a team
- Excellent oral and written communication skills with the ability to present
- Savvy with a wide range of people and able to earn the confidence of new customers

Compensation Includes: Base Salary commensurate with experience, commission, Company car, Profit Sharing, Medical Benefits & 401k plan.

Interested candidates can submit cover letter and resume via e-mail to: [HR@Insulspan.com](mailto:HR@Insulspan.com)

*\*An Affirmative Action /Equal Opportunity Employer*