



Architectural Sales

Compensation: DOE

Employment type: Full Time permanent

Rivard Stone is looking for a multifaceted team member to join our growing business as our Architectural Sales representative. The successful candidate will work with residential and commercial contractors, designers and architects in the greater Midwest region (MN, WI, IA, ND, SD) and Twin Cities, MN metro market to prospect, develop and close sales opportunities of natural building stone and stone products with product knowledge and ongoing sales relationships. This role will have extensive interaction with our customer base to generate and obtain product selection along with preparing and delivering quotes as part of the bidding process to close sales opportunities.

Role and Responsibilities – What will you do?

- Proactively identify, locate, and prospect new customers
- Actively manage and foster effective relationships with customers that lead to increased sales and revenue
- Provide superb ongoing customer service and follow through
- Investigate and research customer inquiries and concerns
- Attend and represent Rivard Stone at designated trade shows, events, vendor visits
- Clear and proactive communication in multiple formats (phone, email, text, in person)
- Clearly communicate with sales team, customer and manufacturing to ensure smooth process
- Fully functioning sales team member – including sales quoting, processing & invoicing, product & application knowledge, staffing support
- Responsible for achieving net order objectives for territory
- Participate in development of sales and marketing plans, materials, and budgets
- Introduce, promote, and sell all products and services that Rivard Stone provides
- Participate in sales meetings as set by management
- Sell and manage larger projects with on-site sales calls
- Identify key trade shows and make all arrangements for participating in those trade shows

Qualifications and Education Requirements – What you need to succeed.

- 3+ years stellar customer service experience and successful sales experience
- Ability to read and understand tape measure, scales and blueprints
- Careful understanding of stone products and their application preferred, but not required
- Willingness to take initiative and work effectively without close supervision, maintain accuracy and quality of work under pressure or deadlines and changing priorities, adaptable and flexible with change, etc.
- Ability to thrive in ambiguity

- Proven organizational skills and ability to manage multiple projects in different phases of development/progress
- Maintain a home based office
- Exceptional communication skills with a collaborative spirit
- Innovative and creative ways to analyze and present data, deliver working solutions based on original ideas
- Able to use smart-phone and cloud based computer extensively on a daily basis
- Need to be able to utilize cloud based communications and data management with customers and co-workers
- Conduct self in a professional and ethical manner

Competencies – How will you do it?

- Highly detailed with big picture context
- Autonomous achiever
- Clear communicator
- Problem solver
- Time conscious/sensitive
- Uber organized
- Team player and supporter
- “People person”
- Follow through

Work Conditions

- 80% outside sales environment –within Twin Cities metro area visiting architect offices, contractor offices, customer / construction project sites, conventions, and trade shows
- 20% office
- Full-Time Hours – 40+ hours/week
- Some additional travel may be required, less than 20% travel outside Wisconsin/Minnesota

All candidates are subject to a pre-employment drug screen and background check. Some applicants may be subject to a credit check and/or additional screenings.

Qualified candidates may apply with their cover letter and resume via email to devonr@rivardstone.com