



METAL ROOFING & BUILDING SALES JOB DESCRIPTION

Metals 2 Go is a large metal distributor. We sell most any kind and size metal to suit the customer's needs as an individual or company. We are known for our excellent customer service. Therefore, we are looking for employees who can follow through with providing excellent customer service connected to their area of expertise.

The following benefits are offered to full-time employees hired by Metals 2 Go: Health Insurance, Life Insurance, LTD Insurance, 401k, Paid Vacation, and Paid Holidays.

The main goal for a person in this position is to ***cultivate new customers as well as maintaining Metals 2 Go's existing customer base.***

Applicant must be goal driven (personally & for the company). We are looking for a highly motivated individual who is independent, doesn't have to be micro-managed and is hard working, and above all, persistent. They must understand that it takes time and effort to build a customer base.

Applicant must possess verbal & written communication skills to be both pleasant and persuasive with the customer in order to fulfill the customer's needs as well as maximizing Metal 2 Go's revenue. Since a sales person is in direct communication with the public, he or she must conduct themselves with moral integrity as a representative of Metals 2 Go. They must adhere to all company policies, procedures and business ethics code.

JOB REQUIREMENTS

- Sales experience in the metal roofing and metal building industry is required. You will also be supporting the sales team for our other steel products.
- Strong phone communication skills are essential, as you will be making both inbound and outbound calls to customers and with vendors throughout the day.
- An ability to read and understand engineered drawings is a plus.
- This role assists customers through the full cycle of a project purchase, from assessing the customer's needs to following up with customer after product delivery.
- Your compensation is based on your experience and sales performance.

EDUCATION & EXPERIENCE

- Excellent knowledge of computer skills
- Experience in sales
- Ability to achieve sales targets
- Basic math skills
- Associates or bachelors' degree a plus
- Knowledge of metal building components is a plus

OTHER

- Needs to live near Waco, Texas
- NON-SMOKING PREMISIS

SALARY

- Starting Pay \$22/hr. + Commissions