

## Sales Manager – Architectural Elements

### Position Summary:

Provides overall management on projects, interfaces with customers / clients, and assures successful completion of a project in terms of satisfaction for the customer and profitable projects for the company.

### Duties:

- Present products or services in your industry that would be beneficial to your client business
- Plan detailed presentations that show clients your product info, pricing, and benefits
- Develop products or program suggestions for clients and successfully sell them
- Manage billing and delivery of sold products
- Responsible for complete management of project through turnover, including pre-planning, cost estimating, contract review, scheduling and dispute resolution and invoice acceptance
- Meet with clients at appointments for sales presentations
- Follow up on sold products to ensure the customer is happy
- Stay knowledgeable your field's updates in science and research by continuing to read and study new data
- Acquire new customers by winning them over from competitors and discovering new opportunities
- Develop long lasting relationships with your clients.

### Requirements:

- Construction Project Management & Sales experience preferred
- High School Diploma
- Willingness and ability to travel approximately 10% of the time, depending on the position and sales role
- Creativity to approach sales and build customer relationships in groundbreaking new ways
- Excellent written and oral communication skills
- Previous experience in business-to-business (B2B) sales
- Solid experience in your products' industry
- Excellent organizational skills and a keen eye for detail
- Computer proficiency and the ability to accurately enter data and generate reports
- Negotiation and social problem-solving skills
- Ability to work in a high-stress sales environment and multitask
- Ability to provide and maintain good relations with customers
- Interest in working in a team-oriented environment
- Must have a valid driver's license with a driving record (MVR) that meets company's requirements.

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Pre-employment drug testing required.

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