



OUTSIDE SALES REPRESENTATIVE – CHARLOTTE, NC

Frustrated with your current career situation? Does your current employer recognize and reward your sales efforts? Tired of selling cheap commodity products to production home builders and inexperienced contractors?

We have recently decided to expand our Charlotte market team to support the increasing sales and reward the loyalty generated by our Charlotte clients. Our upcoming expansion has created an immediate opening for an Architectural Millwork Specialist on our outside sales team.

Who we are:

ITC Millwork prides itself on servicing the highest quality luxury home builders and residential remodelers in the southeast. We proudly represent the recognized premium brands of interior & exterior doors, interior trim, and custom millwork supplied to building professionals and their craftspeople.

Whom we are looking for:

- 3-5 years of sales experience in the Building Materials industry (experience with doors, millwork, and trim preferred)
- Expert in blueprint reading, take-offs, and proposal creation
- Long-term relationship builder who consistently solves our clients' design requirements
- Ability to prioritize and multi-task multiple projects and stages of construction
- Strong communicator both internally and externally

Responsibilities

- Maintain and strengthen existing customer relationships
- Develop new business opportunities
- Be perceived as the *"industry expert"* and *"millwork project manager"* to our customers and their clients
- Partner with our inside sales and operations team members to ensure our customers' needs are met fully and promptly.
- Record customer and prospecting activities and notes in our CRM system

What's in it for me

We offer a competitive compensation package that includes salary, commission, vehicle allowance, healthcare benefits, 401k, paid time off, and holidays. We support our team members with a robust onboarding process to ensure we jump-start your sales and build a foundation for a successful career at ITC Millwork. If you believe you have the personality, skills, and drive to be successful as our *Architectural Millwork Specialist* in the Charlotte market, please submit your application today! Interviews will begin May 8th.