

## JOB DESCRIPTION

**DEPARTMENT:** Contractor Relations

**JOB TITLE:** Contractor Sales Representative

**MANAGER:** Brian Kile

**DATE POSTED:** August 2022

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### COMPANY OVERVIEW

Established in 1993, [Creative Materials Corporation](#) supplies surface materials such as tile, resilient flooring, pavers and setting materials to the commercial construction industry. Utilizing extensive experience, Creative Materials guides architecture firms, developers, and corporate multi-unit brands through product specification and the successful supply of materials. Creative Materials adds value to client's projects by offering an unmatched combination of product sourcing capabilities, nationwide supply chain solutions, and excellence in service.

### COMPANY VISION

To set a new standard for partnering with surface material suppliers on commercial projects.

### COMPANY MISSION

To help our clients design and build better communities by simplifying the selection and supply of surface materials on commercial construction projects.

### COMPANY CORE VALUES



*One culture, aligned around the same vision, living by the same values. We trust one another to do our part as a team to make each project successful.*



**Care About Others**

*We recognize that successful business outcomes require successful people outcomes. Our first priority is to be people helping people.*



**Client First**

*We're a service company that happens to sell products. It's how we apply thoughtfulness and problem solving to help clients achieve the best outcomes possible that sets us apart.*



**Creativity**

*In a rapidly changing world, what worked yesterday may not be effective today. We challenge the status quo, encourage innovation, and aspire to set new standards of how value can be offered to our clients.*

## LOCATION

Position is based in New York City metro area.

## POSITION SUMMARY

Creative Materials Corporation (CMC), a national distributor of architecturally specified porcelain/ceramic tile, LVT and related products, is seeking a Contractor Sales Representative to drive the development of its business portfolio in the New York metro market and, in the process, capture revenue from existing architectural specifications. Drawing on decades of experience and previous success in this market working with large commercial projects, we are seeking to continue the growth of the market through improved contractor and select developer relationships.

With an offering of highly desirable, architecturally focused manufacturers at our disposal, extensive success in other regional markets and a strong support infrastructure from our home office for logistics, shipping, and operational support, we are confident that this region can grow significantly in both the near and long term.

## RESPONSIBILITIES

- Coordinate regular field sales activities including prospecting and lead generation. Identify, qualify, and close opportunities with existing and new clients and customers.
- Interact regularly with buying influencers to secure the proposal and selection of our products on commercial projects, then ultimately close those sales and convert into revenue.
- Proactively develop, track, and aggressively grow top line sales and margins across the market. Continually build a proactive pipeline of new and existing clients, accounts, and projects.
- Monitor Creative specifications within the market and collaborate with Creative's Architectural Sales and Project Coordination Teams to secure revenue.
- Conduct technical product presentations with a high degree of knowledge and professional delivery to address issues, needs, trends, technical attributes, and provide solution offerings.
- Introduce new products, programs, promotions and specification tools to tile sub-contractors, general contractors, owners, and developers as consistently reinforce the value proposition of our offering and its advantage in the market.
- Develop and prepare sales plans and regularly make sales forecast revisions to assess business potential and growth trends. Prepare monthly and quarterly reports for management indicating revenue projections, sales volume, prospective clients, customer satisfaction and other measures of sales performance.
- Network within the contractor community and participate in the appropriate professional associations within our industry to expand brand presence.



## **SKILLS AND QUALIFICATIONS**

- Bachelor's Degree preferred, but not required.
- 5+ years of related professional experience (3+ years in commercial construction product sales and/or commercial tile installation desired)
- Exceptional professional presence and communication skill, both written and oral, is critical.
- Positive attitude, strong work ethic, and ability to multitask. Highly motivated self-starter who will secure the proposal and selection of our products on commercial projects and has demonstrated success in closing sales in a team based collaborative environment.
- Exceptional communication skills with a "take charge" attitude, this professional will infuse a high sense of urgency, responsiveness, and discipline throughout the sales organization. They will be recognized as an accomplished sales professional with a direct and honest style.
- Demonstrated success at managing multiple tactical and strategic initiatives, effectively prioritizing time, and resources.