

JOB DESCRIPTION

DEPARTMENT: Contractor Relations

JOB TITLE: Contractor Sales Representative

MANAGER: Brian Kile

DATE POSTED: August 2022

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 multiunit 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.

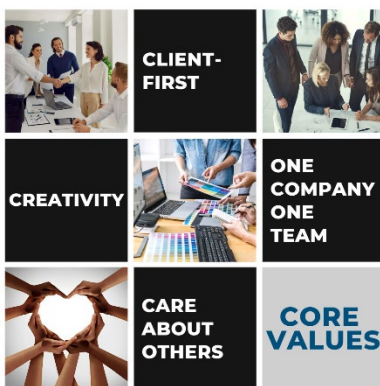
COMPANY VISION

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

The position is based in New York City metro area.

POSITION SUMMARY

Reporting to the Director of Client Services, a Contractor Sales Representative plays a vital role to drive the development of its business portfolio in the New York metro market and, in the

process, capturing revenue from existing architectural specifications. Drawing on decades of experience and previous success in this market working on 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. With 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.
- Interact regularly with buying influencers to secure the proposal and selection of our products on commercial projects, then ultimately close those sales and convert them 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 Materials' specifications within the market and collaborate with the Architectural Sales Consultant 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, and technical attributes, and provide solution offerings.
- Introduce new products, programs, promotions, and specification tools to the 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 projects, 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

- BD preferred, but not required.
- 5+ years of related professional experience (3+ years in commercial construction or commercial tile installation desired)
- Exceptional professional presence and communication skills, both verbal and written, are 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.



One Washington Square | Albany, NY 12205
Phone 518.452.9694 **Fax** 518.452.9153
Toll-Free 800.207.2967
www.creativematerialscorp.com

**creative
materials
corporation**

- 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 accomplished sales professionals with a direct and honest style.
- Demonstrated success at managing multiple tactical and strategic initiatives, effectively prioritizing time, and resources.