



Contractor Sales Manager

Location: Klamath Falls

The Contractor Sales Managers focus is supplying Building Material Solutions to the Professional Contractor with expertise in both Commercial and Residential Construction by providing exceptional customer service, purchasing of building materials while leading their sales team. They are responsible for setting high expectations, motivating through sales by reaching sales and margin goals and providing structure within the department.

General Duties and Responsibilities:

- Manages and motivates all Contractor Sales personnel.
- Responsible for buying building materials and commodities for the company.
- Aware of market conditions and pricing.
- Develops and implements marketing and sales plans.
- Develops and holds team accountable for company sales and margin goals.
- Leads key account management and daily sales activities.
- Develops and sells to their own key accounts and is always actively seeking out new opportunities for sales and business growth.
- Builds and maintains effective relations with all customer and company divisions.
- Ensures that the company is the preferred place of business for Pro Customers in the markets we serve.

Job Requirements:

- Extensive experience in Lumber and Building Material sales.
- Excellent organizational, planning, and sales team development skills.
- Experience buying commodities and other building materials.
- Experience selling to large volume accounts and buying groups.
- History of business development success.
- Sales and Management experience required.
- Industrial Sales experience a plus.
- Computer utilization and experience with business software, sales development tools and marketing.

Basic qualifications include, but not limited to a Bachelor Degree in Business or Marketing/Management with a combination of 3-5 years leadership experience inclusive of servicing, mentoring, coaching and problem solving or previous work experience with 3-5 years retail/lumber/building material sales and commodities buying. Please apply by emailing a cover letter and resume to personnel@diamondhi.com