

KF

Flooring Sales Specialist

Diamond Home Improvement is seeking an experienced and motivated Flooring Sales Specialist. We provide high traffic retail customers seven days a week. We offer a very competitive base salary plus commissions (salary potential \$40,000+). This is a full time position including company benefits. Business is driven by a huge advertising budget offering great deals on truckload buys of carpet, tile, laminate and hardwood flooring. We are a full service flooring dealer, offering our customers 100% satisfaction from start to finish. Prior Sales experience, especially in the Floor Covering industry a huge plus, but not required as we are willing to train the right individual. If you are the type of person who desires compensation based on results and you love working with the public, please apply by emailing your resume and cover letter to personnel@diamondhi.com/

Heating and Plumbing Sales Specialist

Diamond Home Improvement has an immediate opening for a highly motivated and experienced individual to join our team as a Heating and Plumbing Sales Specialist. Prior experience selling multi fuel stoves (pellet, wood & gas) and/or plumbing fixtures/accessories a huge plus, but not required as we are willing to train the right individual with a customer service and sales background. We are looking for a long term, team player, who likes working one on one with our customers and is willing to learn and grow within the company. Full time position with company benefits. Please email your resume to personnel@diamondhi.com.

Paint Department Head

Diamond Home Improvement has an immediate opening for a highly motivated and experienced individual to join our team and manage the Paint Department. As the paint department head, you will be responsible for providing excellent customer service by assisting customers with purchasing decisions and locating merchandise while doing inventory maintenance, merchandising, pricing, stocking, training other associates and maintaining a clean and organized department. Prior paint and or sales experience in a retail or contractor environment preferred, but not required as we are willing to train the right individual with a customer service and sales background. We are looking for a long term, team player, who likes working one on one with our customers and is willing to learn and grow within the company. Full time position with company benefits. Please email your resume to personnel@diamondhi.com.

Contractor Sales Manager

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 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.