



THE **MODERN FLOORING** SOLUTION

Ambitious Outside Sales Representative Needed ASAP!

To apply, [click here](#)

Our fast-growing business has created an opportunity for an ambitious, self-motivated Outside Sales Representative to drive business-to-business sales growth in and around the Northern California territory.

The successful candidate will be responsible for driving sales growth and developing strong relationships with our existing customers while identifying new business opportunities and hunting new potential leads.

The candidate will reach his or her business objectives through effective management of designated territory and face to face consultative customer engagement. Compensation is commensurate with experience, but even if you have no prior sales experience but have a winning positive attitude and the desire to control your income earning potential, we want to hear from you!

The territories in need of an energetic Urban Surfaces team member are:

- Northern California
- New York City, New York
- Baltimore, Maryland

COMPENSATION: We offer a healthy and competitive commission plan commensurate with experience.

Job Duties:

- Achieve established sales budget
- Travel from business to business producing sales of company's innovative products
- Perform professional presentations and demonstrations of company product(s) and service(s) during face to face consultative sales engagements.
- Periodically attend industry trade shows to cultivate new business, make productive contact with existing clients, and conduct information-only presentations, such as seminars, trade show demonstrations, and other events.
- Utilize all available sales collateral to reach out to prospects while focused on converting prospects into buying customers
- Collaborate with the management team to improve marketing materials and expand the company's marketing presence in the Northern California territory
- Consistently update customer information in the company CRM
- Stay on top of and communicate industry trends to identify tangible opportunities that lead to sales growth
- Emphasize product/service features and benefits, quote prices, outline credit terms, and prepare sales order forms and or reports.



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- Ensure effective follow-up while working leads with Business Development Managers with calls-to-action, dates, complete profile information, sources with a Win/Win attitude.
- Conduct yourself ethically while maintaining a professional image, and always represent the company in a professional manner.
- Actively organize and manage call schedule to adequately cover assigned territory in a productive time-efficient manner.
- Build and maintain ongoing awareness of new products and services, competitor activities, and other meaningful market research.

Requirements:

- Self-motivated and goal-oriented with a passion for winning
- Positive Attitude & Naturally Optimistic
- Ambitious & Organized
- Excellent communication skills (both verbal and written)
- Hard working and persistent
- Loyal and reliable
- Independent
- Flexible schedule
- Reliable car
- Must be willing to travel local territory up to 80 percent of the time
- Strong computer skills and understanding of spreadsheet software
- Team oriented yet personally responsible
- Occasional lifting of items up to 50 lbs.
- Overtime as required.
- Exposure to variable weather conditions is likely.
- Must live in/near territory
- Monthly (occasionally more) meetings and replenish supplies at Corona, California office
- Sales experience - a major plus!

WHAT WE ARE OFFERING:

- An exciting, dynamic work environment with opportunities for career growth
- Paid sales/technical training.
- Cell phone allowance
- Fuel for sales visits
- Compensation is a monthly salary plus unlimited commission
- Base pay determined by expertise and experience

WHO ARE WE:

Headquartered in beautiful Southern California, Urban Surfaces creates partnerships with industry leaders in the multi-family and single-family markets to provide quality modern flooring solutions at compelling values.



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Our products are the culmination of almost twenty years of research and development of Luxury Vinyl flooring goods. With an emphasis on providing the multi-family and single-family markets with a flooring solution suitable for the demands of the trade, a considerable amount of effort is placed in ensuring each of our product offerings meet both the physical and aesthetic demands required.

At Urban Surfaces, our core beliefs dictate our business operations, product development, and the overall direction of our brand. As we continue to evolve and grow, our promise to both team members and customers is that these values will remain constant.

Relational: Because people matter, we commit to always treating our customers and each other with dignity, honor and respect.

Responsible: Because actions matter, we commit to always being clear in our business practices and accountable for the environment which we all share.

Reliable: Because partnerships matter, we commit to always being dependable and responsive to our customers' needs.

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