

Sales Manager

Founded in 2004, RENCO Roofing has become a recognized roofing player in the Phoenix area. From residential to commercial, single owner to professionally managed properties, we cover it all.

We are seeking dedicated candidates with the ability to lead and guide our sales team to the next level! The ideal candidate has the positivity, honesty and passion to lead, nurture and grow a sales team utilizing the company goals, vision and proven sales process. The ideal candidate will also have roofing experience and a passion for helping people find solutions, while being able to inspire creativity and enthusiasm in both clients and the RENCO Roofing staff. Prior verifiable management experience in the service industry is required.

Responsibilities

- Recruit, hire, and train sales team
- Adopt and promote Sandler Sales training process
- Set, analyze, and adjust sales goals as needed
- Assess current team processes and procedures, identify opportunities for improvement, and implement them
- Provide detailed and accurate sales forecasts
- Coach, mentor, and provide feedback to team members on a consistent basis
- Foster a competitive yet collaborative team environment
- Assess individual performance through observation and measurement
- Manage and maintain CRM

Qualifications

- At least 5 years of management experience required
- Over 5 years of sales experience required
- Roofing experience strongly preferred
- Strong oral and written communication skills
- Proven ability to lead a team to consistently meet and/or exceed goals
- Excellent leadership skills
- Experience setting sales goals
- Results-oriented with strong analytical skills
- Deep understanding of CRM systems and best practices
- Proficient in Microsoft Office

Compensation & Benefits:

- Starting annual salary of \$100,000.00 plus bonuses
- Paid Time Off
- Health/Dental/Vision/Supplemental Insurance
- 401(k) with match
- Company provided vehicle/ phone/computer