

Regional Market Specialist – HomeSphere, LLC

Do you have a passion for sales and a drive to create new opportunities from the ground up? Are you looking for a way to take all you've learned about building products and homebuilding, and apply it in a technology company? Do you like working in a fast-paced environment where you can learn about new building products, work directly with homebuilders and implement new technology? Are you creative, analytical, and entrenched in how digital approaches can make you a better sales professional? HomeSphere wants to hear from you!

HomeSphere is seeking an experienced, driven and self-motivated **Regional Market Specialists** to work with homebuilders, distributors and building product manufacturers in our **AR/OK/MO/KS or Texas Region** to help them grow their market share and improve their profitability using the HomeSphere platform.

About You:

You have demonstrated an ability to put a sales plan in place and methodically prioritize and execute on that sales plan with clear, measurable results. You have a competitive drive and look at your monthly sales budget as a minimum goal and have consistently exceeded your annual budgets. You are excited about working with home builders and distributors and want the opportunity to use technology to improve sales force effectiveness.

About Us:

Founded in 1999 and based in Lakewood, Colorado, HomeSphere has built the residential construction industry's largest rebate management platform for local home builders, while providing digital customer acquisition services to building product manufacturers. HomeSphere is the ideal entrepreneurial company for people who want the stability that comes from having the financial resources of a mature company but the growth opportunities and working environment found in fast, flexible start-ups. We need great people to fuel our continued growth!

Job Duties and Responsibilities:

- Utilize business-to-business sales techniques to promote building product rebates, lead generation and cost improvement solutions.
- Manage prospects/pipelines.
- Contact distributors, and home builders to set presentations.
- Engage building product manufacturers, distributors, contractors and home builders in mutual needs-based dialog.
- Work with building product "Supply Chain Partners" to develop sales strategies and regional builder targets.
- Conduct training presentations both in person and online.
- Develop a long-term relationship with your customers.
- Achieve targeted budget goals and provide monthly sales performance

Job Requirements:

This is business-to-business sales in a dynamic, energetic, and technically intelligent environment. Our sales process is done through outbound phone calls and in person sales presentations in a creative, question driven and consultative dialogue. The successful candidate should be able to grasp technology quickly and possess the following qualifications and skills:

- A minimum of 5 years sales experience with a proven track record of sales acquisition and customer retention.
- Experience in sales to building product manufacturers, distributors, contractors and/or Residential / Multi-Family homebuilders required.
- Existing relationships with mid-tier homebuilders and building product distributors a plus.
- Experience with Salesforce.com or similar CRM a plus.
- Proficient with electronics (i.e. Phone, iPad, Computer, Microsoft Office Outlook, Excel and Word) in both Windows and Web applications
- Minimum High School education; college level preferred.
- Located in South Central US, willing to travel.
- Excellent verbal and written business communication skills.
- Strong work ethic.

Compensation:

- We offer a highly competitive compensation package with uncapped performance-based commission pay. Base salary for this position is \$75,000/annually with commissions paid monthly. Expected first year total compensation is between \$90,000 - 100,000.
- We offer a truly world class health care coverage package which includes medical, prescription, dental and vision with a 90% company contribution. Other benefits include retirement options through our 401K program, company paid life insurance and also Short Term and Long Term Disability provisions

Employment Type

Full-time