

Job Description

Title: Territory Sales Representative – Southern California

Location: Remote

Reports to: West Regional Manager

Purpose:

Sto Corp. (Sto), a global innovation leader of façade insulation (EIFS) and high performance coatings, is seeking a Territory Sales Representative – Southern California Region. This position is responsible for promoting and selling Sto Corp.'s services and systems to the specifying influencers and contractors in the assigned territory. This position will work closely with our distributors by calling on specifying influencers including, but not limited to specialty consultants, architects, code officials, general contractors, owners and subcontractor applicators.

Essential Duties & Responsibilities (includes, but not limited to):

- Call on all specifying influencers, architects, engineers, consultants and owners with the primary purpose of getting Sto systems and products as the basis of design
- Build relationships with general contractors and subcontractors to pull the specifying opportunities through sale with distribution
- Build relationship with territory distribution
- Identify distribution channel opportunities in collaboration with Regional Manager
- Sales activities will be tracked in Salesforce.com
- Work with the Regional Manager and distribution to analyze the specific territory and develop EMP (Effective Marketing Plan) to execute Sto Corp. strategic plans and goals
- Participate and maintain active membership in the local Building Science community trade groups, to include BEC, CSI, AIA, ABAA or others that influence in this area
- Possess a strong working knowledge of competitive products, strengths and weaknesses, and maintenance of a competitive library, as they compare to all four areas of Sto Corp.'s product lines
- Overnight travel required (estimated 30%)
- Maintain and operate out of a home office centrally located in the assigned territory
- Perform other duties as assigned

Knowledge/Skills/Abilities:

- Bachelor's degree in related field

- 2-5 years of experience related to architecture, building science, insulation, EIFS and/or air barriers (preferred). Related experience in construction sales; or equivalent combination of education and experience will also be considered
- Experience in formal presentations including, but not limited to architects, general contractors, engineers, consultants, applicators/specialty contractors and design builders
- Strong knowledge and proficiency in data software: Microsoft Office Suite (required), CRM (preferably Salesforce.com), SAP (preferred)
- Strong interpersonal skills are necessary to meet the demands of the position; ability to build relationships
- Excellent oral and written communication skills necessary to effectively exercise tact, discretion, judgment and diplomacy when interacting and/or negotiating with all levels of internal and external customers
- Strong organizational skills - attention to detail and Self-Motivator - willing to take the initiative
- Ability to prioritize and multitask while traveling in order to deliver desired outcomes within allotted time frames
- Creative thinker - innovative and visionary

To Apply:

Submit your resume and cover letter to Jobs@StoCorp.com. Job ID: TSR-SoCA