

Job Description

Title: Territory Sales Consultant

Location: Remote – West Coast market

Reports to: Director, Sales – Business Development, StoVentec™ Rainscreen

Purpose:

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a **Territory Sales Consultant** for StoVentec™ Rainscreen. In this role, the Territory Sales Consultant, StoVentec™ Rainscreen is responsible for building the Rainscreen pipeline and converting leads into sales that meet or exceed sales goal within his/her territory and contribute to Sto Corp.'s overall Rainscreen sales goal of \$40M by 2026.

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

- Prospecting
 - Create list of key prospects (A&D firms, developers, contractors, and retailers/brands as appropriate) within territory to goal of 50% close rate.
 - Weekly prospecting time and activities.
 - Build, maintain and deepen relationships and engage with target clients within territory.
- Sales Activities (training provided)
 - Promote StoVentec in in-person and virtual presentations, per sales playbook.
 - Participate in in-market events such as tradeshow, tabletops, etc.
 - Schedule and deliver CEU presentations in person and virtually.
 - Engage with key accounts and contacts via social media and other networking activities.
 - Call on architects and designers, developers, installers and general contractors.
 - Conduct job site visits and interact with clients at job sites.
 - Negotiate prices, upsell and promote other Sto Corp. products as appropriate.
- Sales Data Management (training provided)
 - Maintain up-to-date sales information in Salesforce/CRM, other forecasting and planning tools as set by sales manager.
 - Review metrics regularly to improve sales velocity, efficiency, pipeline and results.

- Participate in weekly/monthly/quarterly/annual sales meetings.
- Performs other duties as needed.

Knowledge/Skills/Abilities:

- Bachelor's degree in sales, business or communications. Equivalent work experience may be substituted for the degree requirement.
- Minimum 2-3 years architecture experience and or A & D sales. Rainscreen experience is preferred.
- Thorough knowledge of rainscreen competitive market, installation cost of competitors, company offerings (training provided) – and willingness to learn this information as it evolves.
- Strong, demonstrated knowledge and proficiency in data software: Microsoft Office 365 (required), CRM (preferably Salesforce.com).
- Live within metro area of territory.
- Must know basics of how to read plans/CAD drawings, elevations, section details.
- Reliable transportation is required.
- Ability to organize and conduct 10-15 in-person appointments per week.
- Able to produce significant output with minimal wasted effort (efficient).
- Earns trust, maintains confidences. Does what is right, not just what is politically expedient. (honesty/integrity).
- Plans, organizes, schedules, and budgets in an efficient, productive manner. Focuses on key priorities (organized/planner).
- Moves quickly and takes a forceful stand without being overly abrasive.
- Excellent oral and written communication skills
- Strategic listening skills.
- Follows through on verbal and written commitments and agreements.
- Learns quickly. Demonstrates ability to quickly and proficiently understand and absorb new information (intelligence).
- Analytical skills – ability to process and organize quantitative and qualitative data and draw insightful conclusions.
- Attention to detail, does not let important things slip through the cracks.
- Demonstrates tenacity and willingness to go the distance to get the job done.
- Is proactive. Acts without being told what to do. Brings new ideas to the company.
- Adjusts quickly to changing priorities and conditions. Copes effectively with change and complexity.
- Calm under pressure. Stable performance under stress.
- Creativity and curiosity.
- Enthusiasm – passion and excitement over work. Can-do attitude.
- Strong willingness to work hard – track record of working hard to accomplish goals.
- Expects nothing short of the best from self, team, and management.

- Let others speak and seeks to understand others' viewpoints.
- Open to constructive criticism and ideas.
- Ability to self-manage and work remotely without close supervision.
- Reaches out to peers and cooperates with others within the organization, rest of sales team, customer service, operations, technical, marketing, and beyond.
- Persuasion – able to convince others to pursue a course of action.
- Exceptional time management skills displaying ability to manage multiple tasks.
- Must be willing to get on camera to do virtual presentations, send video emails, and do video outreach to clients.
- Self-assured, confident, and able to repeatedly be rejected and power on.
- Strong organizational skills - attention to detail with strict attention to details.
- Results-oriented and able to work both independently and within a team environment.
- Self-motivator – driven by intrinsic success motivators.
- Active, lifelong learner mentality. Growth mindset.

To Apply:

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