

Construction Sales Representative New Holland, PA

- **Receive** steady leads through our website, referrals, home shows, etc.
- **Bring** our customers' backyard visions to life
- **Consult** with homeowners to plan and design a custom-built pool house
- **Represent** a faith-based company with a passion for excellence in every area, from completing projects on time to practicing integrity in all situations
- **Schedule** an onsite sales consult to see the customer's property and gather details about their dream structure
- **Collaborate** with the Estimator to draft a proposal
- **Present** the proposal and answer questions
- **Follow up** with the client during their decision-making process
- **Assist** with planning for all aspects of the building and design project – appliances, cabinetry, color selection, etc.
- **Serve** as the liaison between the drafter and the customer to tweak the design until all details are in place
- **Travel** up to a 2-hour radius
- **Work** 50 hours a week – a mix of office time and customer visits (6 a.m.-4:30 p.m.)
- **Paid** Sandler Sales training
- **Option** for hybrid work schedule after successful completion of our training period

Since 2003, Homestead Structures has built outdoor living structures with excellence and passion. We use traditional building techniques and modern materials handcrafted by primarily Amish crews. As a family-owned business founded on biblical principles, we have cultivated an employee-focused environment by respecting everyone we encounter and upholding our core values: **personal accountability, integrity, quality, customer-oriented, and continuous improvement.**

We seek a Sales Representative who will build relationships, consult, and generate sales growth. If you are knowledgeable about construction, enjoy networking and building relationships, and want to join a faith-based company that listens to and values its employees, please consider joining our team.

Our Ideal Sales Representative:

- **Experienced:** Someone with experience in inside or outside sales in remodeling, additions, new home construction, or similar construction is preferred. Will consider candidates with a construction background looking to transition into a sales role.

- **Strong Communicator:** Someone who speaks clearly and persuasively. Able to help customers visualize what their outdoor project will look like and answer questions.
- **Computer Skills:** Basic computer skills are required. Experience with Microsoft Office Products (Excel, Word, Publisher, and PowerPoint) is preferred. Able to learn CRM software.
- **Self-motivated:** Someone accountable for making all necessary follow-up calls and keeping a project moving forward.
- **People-oriented:** Enjoys connecting with people – is easy to talk with; understands and adapts to different customer styles and knows how to make everyone feel comfortable. Energetic with an upbeat personality.
- **Attention to Detail:** Strong ability to document customer requests and communicate them to the estimating and design team.
- **Integrity:** Someone who is principled and will do the right thing even when difficult, holds themselves accountable for their actions, and works with excellence.
- **Flexible:** Willing to accommodate customers' schedules when making appointments. It may mean occasional evenings or weekends.

What We Offer Our Sales Representative:

- \$65k-\$78k plus commission
- Six-figure earning potential
- Health insurance stipend
- Paid vacation
- Paid holidays
- Hybrid work option
- Mileage reimbursement or use of company car
- A respectful company culture that encourages everyone to improve each day
- A faith-based work environment with a solid organizational structure and a strong vision
- A team that strives to serve each other and their customers

To Apply

If you are a sales professional with experience as a sales associate, customer service representative, or inside or outside sales representative looking to work for an established company with competitive pay and positive company culture, please submit your resume for review.