



Sales Representative – Full-Time – OEM/Distribution Focused

Primary Role:

The Product Sales Specialist will be required to generate, manage, and close OEM and Distribution sales for Lamboo products to be sold throughout the United States.

Salary and Benefits: This position offers a competitive base salary and commission compensation. Full benefit package including: Health, Dental, Vision, PTO time, and 401K.

Principal Duties:

- Focus on developing sales with OEM (Original Equipment Manufacturer's) and Distributors of building supply materials
- Negotiate and close contracts
- Identify new markets where Lamboo can sold
- Gather all necessary information required to generate quotes and sales orders
- Respond to all customer inquiries in a timely manner
- Work directly with Executive Vice President to develop and execute sales strategies specific to OEM's and Distributors
- Follow up on all open orders to collect balances owed from clients
- Maintain strong communication with customers and Lamboo management
- Travel to meet and close deals with customers
- Meet and exceed company sales goals

Qualifications:

- 3+ years of OEM or Building Material sales experience preferred.
- Knowledge of typical building terminology a plus
- Strong Problem-Solving Skills
- Have good working knowledge of Microsoft Office programs
- Communication - Excellent interpersonal communication skills to interact effectively with peers, subordinates, managers, customers and vendors as required
- Able to Multi-task several projects/customers at once
- Self-Motivated
- Professionalism - Displays a pro-active, positive attitude.
- Travel is Required
- Possess a "Closing" attitude

Please submit resume on our website at: www.lamboo.us/careers