

**Job Title: Regional Sales Manager**

**Job Location:** San Francisco, CA

**Compensation:** \$100k-125k, and Excellent Benefits

Sun Mountain, Inc., an industry-leading manufacturer of custom doors and other architectural millwork products, is seeking a full-time Regional Sales Manager to lead its Northern California sales region. Sun Mountain Custom Doors has, for over twenty years, provided upscale building products directly to homeowners and companies involved in the luxury home-building trade (custom home builders, architects, and interior designers). This position will perform field sales in an assigned geographical area of Northern California (in East Bay, North Bay, or the Sacramento area) and supervise showroom sales, delivery, and service out of the boutique showroom in San Francisco, California (at the San Francisco Design Center).

The ideal candidate will have a proven record of outside sales in the construction or building materials industry and an established network of luxury home-builder connections in Northern California.

**Essential Duties and Responsibilities:**

- Prospecting with builders, architects, interior designers, and homeowners to find buyers of our high quality, custom products.
- Completing accurate take-offs and quotes for custom doors and architectural millwork products by taking accurate measurements and detailed notes.
- Closing quotes to orders/sales, responding to concerns, and troubleshooting problems.
- Developing long term relationships with customers through responsiveness and service to customers' needs.
- Leading and managing a staff of professionals in sales, showroom operations, and delivery/service.

**Education and Experience:**

- Bachelor's degree in Business or a relevant field, or an equivalent combination of education and experience.
- Minimum three years of direct building material sales experience required, preferably within the luxury or custom home-building industry

**Qualifications:**

- Product knowledge of interior/exterior wood doors for luxury residential applications.
- Expert math skills, accuracy, and attention to detail in completing product take-offs from site walks or blueprints.
- Demonstrated ability to prospect, present, quote, close, and develop repeat sales relationships.
- Historical record of sales achievement and year-over-year growth.
- Management experience, including recruiting, selection, training, performance management, coaching and motivation.
- Expert level computer skills, including typing (minimum 40 wpm), use of MS Office Suite, and use of enterprise-wide CRM and ERP systems.
- Self-driven with initiative and the ability to work independently.
- Experience working for and reporting to remote management.
- Must have a current, valid drivers' license.

- Must have a reliable personal vehicle with a professional appearance (car allowance and mileage reimbursement provided).
- Only candidates within a 45-minute commute to the East Bay (Walnut Creek area), North Bay (Santa Rosa area), or Sacramento, California need apply (no relocation support is available).

**Physical Demands:**

- Ability to travel 90% of the time via car, minimal overnight travel.

**Benefits:**

Benefits include medical, dental, vision, life insurance, short term disability insurance, 401(k) with company match, paid leave, and paid holidays.

**To Apply:**

E-mail résumé and cover letter to [careers@sunmountaindoor.com](mailto:careers@sunmountaindoor.com). No phone calls, please. No recruiters or outside agencies.