

Virginia Tile
Architecture/Commercial Territory Sales Manager – North Dakota/South Dakota
Plymouth, MN - Remote



Virginia Tile is an industry-leading wholesale distributor of high-end residential and commercial tile products. Founded in 1928. Now serving 14 states and growing. Come, join our fun environment!

We have an opportunity for **Commercial Territory and Architectural Sales Manager** for the office based in **Plymouth, MN** covering **Territories of North Dakota, South Dakota and some of the Minnesota**. This position will need someone who has or has had relationship's with contractors and Architectural & Design communities in the territories of North Dakota and South Dakota. This could be a great opportunity for someone who is in Sales or someone who was/is a former Designer that wants to go into Sales. Responsible for scheduling a couple of calls with existing customers and finding and maintaining business with key area Flooring Contractors, commercial estimators, and related customers.

This position is based out of our Plymouth, MN location, but this individual could office remotely from their home. Enjoy incredible schedule flexibility, Great teammates, and fantastic benefits.

Key Responsibilities

Develop and maintain client and prospective client relationships to ensure market growth and promotion of all products

Develop and maintain business to achieve assigned monthly, quarterly, and annual sales revenue targets

Develop and implement appropriate sales strategies and techniques to target appropriate customers

Conduct effective sales and product presentations to customers. Educate customers to ensure products are understood and used effectively

Proactively seek to improve product knowledge by interacting with internal and external subject matter experts

Identify and quickly respond to competitive threats within the territory. Communicate market intelligence/competitor activity promptly to Regional Manager

Develop and maintain good customer relationships through personal visits and all other means of contact

Resolve customer complaints in a professional and timely manner in accordance with Company Policy

File all required reports in a timely and accurate manner

Perform other job-related duties as assigned

Travel

Ability to travel some overnight

Must own reliable vehicle

What's in it for you

BlueCross BlueShield Medical Insurance Plans

Dental

Vision

Optional Life Insurance, Short Term and Long-Term Disability Insurance

Optional Pet Insurance

401(k) Plan

Generous PTO, Sick and Paid Holidays

Flexible, positive & friendly work environment