



Trade Sales Consultant, Pella Windows & Doors

Pella Windows & Doors, MN, established Distributor for Pella Corporation, a premier manufacturer of windows and doors, is seeking a motivated Trade Sales Consultant for the Mankato, MN market.

- Are you confident and capable in your selling abilities?
- Do you have a proven selling track record?
- Do you desire an opportunity to exceed a six figure salary?

Come join the Pella team! Compensation is directly connected to your level of results. If the position interests you, please contact Pella Windows & Doors to learn more.

Job Responsibilities

- Develop long-term, mutually beneficial relationships with Builders, Contractors, Architects, Trade organizations and Consumer clients.
- Responsible for generating high-volume, profitable sales while achieving maximum market penetration with as few service requirements as possible.
- Regularly calls on existing customers and consistently prospects new business
- Strive for 100% "Very Satisfied" customers.
- Represents Pella at company-sponsored events, professional group invitations to discuss and/or present Pella products, trade association meetings, and/or consumer home shows as assigned by manager
- Able to accurately read, interpret and take-off blueprints, and to effectively use electronic software and systems to quote, sell and order products to new construction residential and commercial project customers
- Promotes and advances the visibility and presence of the entire Pella product line while maintaining a continual awareness of activity or news in the architectural and/or construction-related community
- Required Skills
 - Have a passion for developing sales relationships
 - Positive energy
 - Team work
 - Ability to develop relationships in a sales setting
 - High Self-Confidence
 - Results Orientated
 - Goal Driven
 - Computer Aptitude
 - Self-Starter
 - Desire to excel in a fast paced environment
 - Construction and window knowledge is desirable, however not required

- Bachelor's degree (B. A.) from four year college or university; or one to two years related experience and/or training, or equivalent combination of education and experience.

About Pella: Innovative products from an industry leader

Pella Windows & Doors is an innovative leader in creating a better view for homes and businesses by designing, testing, manufacturing and installing quality windows and doors for new construction, remodeling and replacement applications. As a family-owned and professionally managed company, Pella is known for its history of innovation, making outstanding products, providing quality service, and delivering on customer satisfaction. Pella is committed to incorporating new technologies, increasing productivity, and practicing environmental stewardship.

World-Class Benefits!

Competitive Pay, Commission, and Bonus Opportunities
401k Plan with Company Match
Medical and Dental Insurance
Flexible Spending Accounts
Life and Disability Insurances
Discount on Company Products
Professional Networking
Positive Team Atmosphere
Office out of your home

Pella Windows & Doors is an Equal Opportunity Employer. Pella is committed to workforce diversity. Post-offer background check and post-offer drug screen required.

To apply for this position, please send your resume and cover letter to mincareers@pellamn.com. Please reference the job title and MRBA in the subject line.