

Seeking Sales Leaders

FFI seeks an Inside Sales professional to join our team! Full time, with pay + benefits + bonus + commission package.

Wanted: sales professionals with experience in B2B sales and the building materials industry. Our national and international client base includes door & window manufacturers, installers, and resellers. Promotional targets include specifiers and architects. Help us to maximize sales with current clients and expand to additional clients through targeted product opportunities.

Functional Fenestration (FFI) is an architectural products wholesale distributor with quality at the heart of our brand. Along with our affiliated sister company Automated Fenestration (AFI), FFI is well-respected and recognized as industry leaders in the fenestration (window and door) market since 1987.

The ideal candidate will be ready to start a path to a lead role in FFI sales, working with their manager to increase sales by managing activities for outbound sales prospecting, onboarding new clients, closing open quotes, and follow-through maximizing sales with current clients.

The Opportunity

- Base pay + Benefits + Commission accounts + Bonuses
- Full-time, in Hawthorne, CA
- In-office 8 am to 5 pm Monday to Friday (with occasional remote workdays)
- Work closely with the Inside Sales Manager
- Benefits including Health, Dental, EAP, Vision, Life, LTD, continuing education, and Retirement Plan with 401(k), Roth, Employer Match & Profit Sharing.
- Opportunities for growth in position.
- Starting date is flexible.

Responsibilities

- Focus on activities with clients and prospects that lead to sales.
- Work with the Inside Sales Team to provide excellent customer service for product information, quotes, and orders.
- Work to earn commissioned sales on a set of assigned accounts including architectural hardware showrooms, wholesale distributors, and commercial contract hardware distributors.
- Generate revenue by answering technical support questions, entering quotes and orders, and winning new business.
- Communicate with client contacts, identify opportunities, and make outbound calls.
- Work with FFI's established database of contacts.
- Find and pursue new prospective sales leads through web searches and social media.
- Provide excellent support & customer service, including reporting, troubleshooting, and problem solving.
- Manage client relationships and outreach by phone, email, video chats, and in-person presentations.

- Learn to recommend appropriate FFI products for diverse types of customers.
- Act to promote key products, answer questions, overcome client hesitations, and close sales deals.
- Participate in continual learning about products, product development, competitors, architectural applications, and issues affecting the industry.
- Meet sales quotas and revenue goals to earn bonuses and commissions.

Qualifications

- Enthusiastic, initiative-taking & confident sales professional with closing skills.
- Organized & focused; persistent & assertive.
- Sales experience with building or construction materials, especially hardware, doors, windows, metal extrusions, or other architectural products.
- Software skills: Microsoft Office, internet research, CRM/ERP/MRP (Salesforce/SAP/Oracle/Epicor etc).
- Ability to learn product catalogs and how to read basic architectural drawings and plans.
- People with experience that would fit right in: Showroom sales, outbound call center, counter sales, field sales, inside sales, outside sales, architectural rep, specifications for architects and designers; in any of these related products: building materials, doors/windows/skylights, remodeling products, design-build, products for architectural specification, decorative hardware, luxury residential or commercial construction, window blinds, interior design, plumbing & lighting, fenestration, fine woodworking, building envelope facades, aluminum extrusions.
- Experience in prospecting, data entry, and meeting sales goals.
- Language skills are a plus, especially in Spanish, French, and other languages as well.

FFI is an equal opportunity employer. Visit us at www.fenestration.net; email resume to HR@fenestration.net.