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## **Job Description**

Renewal by Andersen® is the division of Andersen windows developed for the replacement market. Renewal utilizes state-of-the-art materials that provide outstanding thermal performance, while maintaining the architectural integrity of the home.

Renewal by Andersen is seeking a motivated, high energy Outside Sales Rep to join our sales team. In-home sales of Renewal by Andersen windows and patio doors as well as various lines of entry doors. The sales process will be in the form of a consultative approach. No previous Window and Door industry experience required.

### **Pay Range:**

Paid Training.

Draw off of commission. Expected earnings \$120,000+

Health, Dental, 401k Benefits. Car allowance.

### **Responsibilities:**

The selling process will involve iPad presentations and a computer generated sales proposal on initial in-house visit. The sales rep will also be assigned to the well-equipped showroom. Inside sales support will be provided. The sales rep will be provided with product and sales process training and customer interest leads. His/her performance will be evaluated via the following metrics:

Actual Bookings vs. Budget Bookings

Closing Rate % Quoted vs. % Booked

Revenue per appointment

Units Sold vs. Unit Goal

Average Job Size

Margin Achievement

Homeowner Satisfaction

### **Specific Responsibilities:**

- Learn the Renewal by Andersen product lines
- Perform showroom presentations
- Learn and know how to sell various installation methods used
- Use the computer quote system
- Use the iPad for price and product demonstration
- Know what in-home selling process should be used that will be most effective for the client's personality
- Showroom coverage on assigned days

- Enter completed appointment and quote data into the customer data base
- Maintain order number log and keep open quote folders completely updated
- Work to develop self-generated leads
- Visit their job sites on day of installation
- Work to manage customer expectations and achieve outstanding homeowner satisfaction
- Prepare an accurate and complete job folder for every job sold
- Be a team player and support your teammates sales efforts
- Training with the installation team on job sites to understand the entire operations.

**Requirements:**

- Sales experience or the personality and willingness to do outside sales
- College degree desirable but not required
- Good personality-easy to engage
- Integrity and honesty a must
- Clean driving record
- Clean Background Check record
- No window industry experience required

Job Type: Full-time

Please send resume and/or letters of interest to [HR@RbALou.com](mailto:HR@RbALou.com)