

Open Position: **Architectural Sales Rep for Green Motorized Products**

FFI is offering a 'green job' as a Sales Rep for Motor Products at our Los Angeles based company. Our motorized operators are used in green building projects, providing natural ventilation and reducing energy usage when used for windows, skylights, and curtain wall vents; also used for smoke evacuation applications. FFI's motor product line is already successful, and poised for rapid sales growth.

Sales Rep for Motor Products is responsible for sales and promotion programs for FFI's motor product line, presentations to architectural and manufacturing firms, and providing technical product information and support to clients. Handle national business-to-business sales for commercial and residential projects, using our database of qualified leads, as well as leads that you locate. You will work closely with FFI team to ensure that goals for product promotion, customer satisfaction, and sales growth are met and exceeded.

Skills and experience: Outside sales experience required, especially architectural product sales and/or electrical product sales. Experience with door, window or skylight manufacturing or sales highly preferred. LEED AP very desirable for this position. Experience with building automation systems, Truth motors, Clearline Window Operators, Siemens or Honeywell building management systems, or Dayton linear actuators very desirable.

A key goal of the position is to have architects specify FFI products as the basis of design for projects which require natural ventilation systems. The job will require basic understanding of architectural specifications, CAD drawings and reading blueprints; also understanding of basic wiring diagrams of low voltage and line voltage systems. Ability to manage multiple priorities efficiently; must be persistent and assertive. Excellent communication skills – in person, on phone and online. Ability and desire to travel frequently to clients, architect offices, trade shows, and jobsites nationwide.

FFI provides hardware and components for manufacturers and dealers of doors, windows, and skylights. Visit us at www.fenestration.net. We offer a comprehensive benefits package including health, dental, 401(k), and continuing education.

Please email resume and salary requirements to: HR@fenestration.net.