

Open Position: Territory Sales, Eastern States Region

Wanted: Road Warrior. Functional Fenestration Inc (FFI) seeks an Outside Sales professional for the region of Eastern United States and Canadian provinces. FFI focuses on business-to-business clients, especially window, door and skylight manufacturers and resellers throughout North America. We also provide presentations and solutions to architects.

FFI has three areas of emphasis: *distribution* of window and door hardware from top global manufacturers, *FFI brand* high quality architectural hardware, and *FFI Automation* providing electric window actuators for natural ventilation and smoke evacuation systems. FFI product lines are well diversified with products for residential, commercial and institutional projects. Since our inception in 1987, FFI has grown to leadership position in the fenestration industry.

The successful candidate for this position will build client relationships, handling key established clients as well as developing new business relationships, while increasing sales and growing a regional territory. This is a full-time position, salaried with bonus incentive plan.

Skills and Experience

- Experience selling relevant products such as building materials or architectural components.
- Track record of setting and meeting goals for product promotion, customer satisfaction, and sales growth.
- Experience and technical aptitude in: manufacturing or sales of doors, windows, decorative hardware, European hardware such as lift slide and tilt turn, and/or architectural specifications.
- Experience in giving effective sales presentations, in person and on the phone.
- Able to work effectively in a team environment.
- Advanced education degree preferred.

Key Expectations

- Frequent travel to visit clients, architects, job sites and trade shows.
- Implement promotional strategies for FFI products and services.
- Work with FFI's established database of clients and leads.
- Find and pursue new potential sales leads.
- Encourage architects to specify FFI products as the basis of design.
- Act to promote targeted products, overcome any client reservations, and close sales deals.
- Meet established sales quotas and revenue goals.
- Understand FFI strategic marketing and sales plans and procedures; integrate into your plans.
- Gather market feedback and data about clients' technical and manufacturing needs, work with FFI team to recommend solutions.
- Participate in continual learning about products, competitors, architectural applications, and government regulations that affect building industry markets.
- Communicate market news and data to FFI team to contribute to product and service planning.
- Perform periodic analysis of market opportunities and forecasting for your territory.
- Visit Los Angeles headquarters as requested for training and planning meetings.

FFI is headquartered in Hawthorne, CA (near SpaceX headquarters, five minutes from Los Angeles International Airport). Benefits include health, dental, vision, and 401(k). *Visit us at www.fenestration.net. Email resume and salary requirements to HR@fenestration.net.*
An equal opportunity employer.