



***Are you driven? Ready to sell architectural products?
We Need a Telesales Representative who can Open Doors!***

Functional Fenestration Inc (FFI) has a part-time Telesales Representative position in Los Angeles.

The successful candidate will be placing outbound business-to-business calls to targeted contacts, asking about the prospect's needs, and generating follow-up for the FFI Sales Team as a result.

- Our Telesales Representative will learn about FFI products for the fenestration (window, door and skylight) industry and how to promote the features and benefits.
- Call Lists will be provided for telephone calls to showrooms, manufacturers & architects.
- Part-time position within hours of Monday to Friday 8-5; days and hours to be arranged.

Telesales Position Responsibilities

- Responsible for heavy outbound B2B calling.
- Generate follow-up for quotes and appointments for the FFI Sales Team.
- Convert prospects into opportunities for our sales reps.
- Excellent phone voice, verbal and written communications skills required.
- Learn about FFI products and the window, door and skylight industry.
- Encourage architects to specify FFI products as the basis of design.
- Provide support to FFI Inside and Outside Sales Team.
- Provide detailed reports and progress updates.

Qualifications

- At least one year telephone sales, telesales, telemarketing, inside sales or call center experience.
- Track record of achieving individual sales goals or quotas in a previous position.
- Motivated self-starter with strong work ethic.
- Superior communication skills and ability to think and learn quickly.
- Intermediate computer skills with MS Outlook, Word, Excel and internet searches.
- Reliable, organized and assertive professional.
- Industry experience in any of these is a plus: construction projects; building materials; sales or manufacturing of windows, doors and skylights; architectural product sales; decorative hardware showrooms; hardware stores; sash and door showrooms; designer showrooms; lumber yards; custom woodworking; electrical contractors; commercial glazing; building automation or management systems; curtain wall; LEED AP.
- Foreign language skills are a plus, especially Spanish or French.
- Experience in CRM software such as Activant / Epicor Prophet 21 or SAP is a plus.

Functional Fenestration Inc (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 diversified for residential, commercial and institutional projects. Since our inception in 1987, FFI has grown to a leadership position in the fenestration industry, providing solutions for manufacturers, re-sellers, showrooms and architects.

FFI is headquartered in Hawthorne, CA (five minutes from Los Angeles International Airport).

Visit us at www.fenestration.net. Email resume and salary requirements to HR@fenestration.net.

An equal opportunity employer.