

Seeking Inside Sales Associate

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

Seeking experienced B2B sales professionals with a strong background in the fenestration (door and window) industry and demonstrated technical aptitude. Our national and international client base include 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 Inc (FFI) is an architectural products wholesale distributor with quality at the heart of our brand. Along with our affiliated sister company Automated Fenestration Inc (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 work closely with the Sales Manager and inside sales team to drive revenue growth through outbound prospecting, onboarding new clients, closing open quotes, and maximizing sales with existing customers.

The Opportunity

- Hourly, with bonus program + Benefits
- Full-time, in Hawthorne, CA
- In-office 8 am to 5 pm Monday to Friday
- Work closely with the 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.
- Support Outside Sales; provide leads, make introductions, assist with quotes and contact follow-ups.
- 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.

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- Learn to recommend appropriate FFI products for various 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, self-motivated & confident sales professional with closing skills.
- Organized & focused; persistent & assertive.
- Sales experience with hardware, doors, windows, metal extrusions, building and construction materials, or other architectural products.
- Software skills: Microsoft Office, internet research, CRM/ERP/MRP (Epicor Profit 21/Salesforce/SAP/Oracle, etc).
- Ability to learn product catalogs and how to read basic architectural drawings and plans.
- People with experience that would fit right in: Inside sales, outside sales, Showroom sales, outbound call center, counter sales, field sales, architectural rep, specifications for architects and designers; in any of these related products: doors/windows/skylights, fine woodworking, aluminum extrusions, remodeling products, design-build, products for architectural specification, decorative hardware, luxury residential or commercial construction, interior design, fenestration, building envelope facades.
- 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.