



## JOB POSTING: **OUTSIDE SALESPERSON (GRIMES)**

Beisser Lumber is currently seeking a full-time outside salesperson for its Grimes location for sales and service of our company's wide range of building material products to new and existing customers. If interested, please provide your resume or application to Rob Lambertsen at your earliest convenience. We will be collecting resumes and/or applications through August 13, 2021. Thank you.

DATE: August 4, 2021

REPORTS TO: Jeff Johnson, Vice President

### ESSENTIAL JOB FUNCTIONS:

- Full line product knowledge and familiar with all facets of the building material industry. Product lines include framing lumber, siding, roofing, doors windows, decking, and millwork.
- Managing existing customer relationships as well as new business development and have excellent interpersonal and customer relation skills.
- Capability to read blueprints and provide material estimates as needed.
- Ability to learn POS system, window software programs, and proficient in using MS Office Products.
- Have strong self-management skills and ability to organize, prioritize time and schedules.
- Other sales duties as assigned.

### MINIMUM JOB REQUIREMENTS:

- GED with 3+ years of related sales experience involving building materials, or equivalent.

### SKILLS:

- Ability to effectively communicate, present, and follow written and verbal instructions and/or information with good time management and organizational skills to prioritize work. Ability to calculate figures and amounts according to job specifications.

EQUIPMENT TO BE USED: Computer, phone, calculator, fax, photocopier, and other office equipment.

### TYPICAL PHYSICAL AND/OR MENTAL DEMANDS:

- Requires extended periods of sitting with some standing, walking, bending, and a normal range of hearing and vision.
- Requires the ability to occasionally lift and carry up to 50 pounds.
- Requires manual dexterity sufficient to operate all equipment necessary to complete sales duties.

### WORKING CONDITIONS:

- Work in a typical office type setting with some outside interaction.
- Frequent travel to and from customer project sites.
- Work for up to 8 - 10 hours per day, with additional hours as needed.