

Cabinet Navigators / Representing Masterbrand Cabinets

Job Title: Territory Sales Representative

Location: Charlotte, NC

Territory: NC / SC / Coastal Georgia

This is a non-supervisory, sales position that is responsible for promoting and establishing a dealer network exclusively for products from within the Masterbrand (MBCI) Stock Business Unit. Primary responsibilities include identifying, developing and the onboarding of authorized channel partners.

This position will be an active employee of Cabinet Navigators Carolinas that reports directly to the Principal of the agency with dotted line accountability to the MBCI Regional Sales Manager.

The ideal candidate lives in North Carolina, preferably Charlotte Metro.

Accountabilities

- Develop and maintain positive customer relationships through a strategic growth plan
- Scout and maintain a prospect list with the intent to support the growth plan
- Foster relationships within the multi-family sector of the market
- Facilitate product and do business with us training for all customers
- Continually evaluate the competitive landscape of the territory and offer market growth strategies
- Collaborate with agency principal, leadership and teammates
- Provide all reports and paperwork relating to the position in a timely manner
- Participate in all professional sales and individual development training
- Attend trade show and local business networking events on a consistent basis

Required Knowledge, Skills & Experience

- Minimum 1 year of relevant sales and/or cabinetry experience with a proven record of delivering results
- Exceptional listening, verbal and written communication skills to support consultative selling
- Results oriented, self-starter exhibiting a strong inner drive to compete and succeed
- Organized individual with self-accountability and strong time management skills
- Solid client interfacing skills with an ability for problem solving and conflict resolution
- A comfortable facilitator with demonstrated presentation skills
- Ability to travel and cover large areas of geography on a consistent basis
- Proficient with Microsoft Office



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