

# Bison Hardwood, LLC

PO Box 329, Arlee, Montana 59821 ~ 72894 Lumpry Road, Arlee, Montana 59821  
Phone: 406-726-2008 Fax: 406-726-2007



## Job Description

**Date:** 4/26/23

**Subject:** Outside Salesperson for Wood Flooring and Molding Manufacturer

### Job Summary:

We are seeking an experienced outside salesperson to join our team to market hardwood flooring and molding products to commercial customers. The ideal candidate will be responsible for generating leads, closing deals, and building lasting relationships with our customers.

### Key Responsibilities:

- Develop and execute a sales strategy with the internal sales team to achieve sales targets and grow the business.
- Identify potential customers and develop new business through cold calling, referrals, networking, and other sales techniques.
- Maintain relationships with existing customers and upsell them on additional products and services.
- Conduct product demonstrations and presentations for potential customers.
- Prepare and deliver proposals and quotes to potential and existing customers.
- Collaborate with the sales team and other departments to provide exceptional customer service.
- Keep up to date with industry trends, competitive products, and pricing to ensure competitive advantage.
- Attend trade shows and events to generate new business leads and increase brand awareness.
- Maintain accurate records of sales activities and customer interactions.
- Work in the main office location in Arlee, Montana on an as-needed basis – approx. 1-2 days per week to do follow-ups and work on quotes, as well as in other situations as needed.

### **Preferred Qualifications:**

- Minimum of 3 years of experience in outside sales, preferably in the hardwood flooring and molding industry, and/or construction industry.
- Excellent communication, interpersonal, and negotiation skills.
- Proven track record of meeting and exceeding sales targets.
- Strong organizational and time management skills.
- Ability to work independently and as part of a team.
- Proficient in Microsoft Office Suite and CRM software.
- Must possess a valid driver's license and reliable transportation.

### **Physical Demands:**

- Ability to lift 50 pounds+.
- Ability to stand, walk, and bend for extended periods of time.

### **Benefits:**

- Competitive wages, base wages \$16-\$24/hour (salaried), depending on experience, along with a commission package with unlimited earning potential.
- Reimbursement/mileage package to be determined.
- Weekends off.
- Seven paid holidays off (New Year's Day, Memorial Day, Fourth of July, Labor Day, Thanksgiving & Day After, Christmas)
- Business is closed during the week of Christmas.
- After the probationary period, the position includes additional PTO.
- Employee Health Insurance, Life Insurance & Short-Term Disability/Long-Term Disability Insurance, and 401K Plan.

**If you are a driven salesperson with a passion for hardwood flooring and molding products, we encourage you to apply for this exciting opportunity.**

**To apply please call 406-726-2008 or email [cbaldwin@bisonhardwood.com](mailto:cbaldwin@bisonhardwood.com) and ask for Chris to schedule an appointment for an interview. Please bring your resume to the interview.**