**Pay:** $40,000.00 - $250,000.00 per year

**Job description:**

River City Roofing Company is an established roofing company specializing in both residential and commercial projects. We are known for quality workmanship, strong customer relationships, and a commitment to doing things the right way. As we continue to expand, we're looking for driven individuals to grow with us.

We are seeking an experienced self-motivated Sales Representative to generate and close new business in both residential and commercial roofing. This is a high-income opportunity for someone who thrives in a performance-driven environment and wants to control over their earnings.

Responsibilities:

- Own and manage a pipeline of clients ranging from all types of homeowners and business owners.
- Coordinate with internal teams to ensure smooth project execution.
- Generate new leads through canvassing, referrals, networking, and self-generated efforts.
- Conduct roof inspections and assess project needs.
- Close sales and manage customer relationships throughout the project.
- Achieve and exceed monthly sales goals - strong work ethic and tenacity are key.

What We’re Looking For

- Previous experience in sales and/or construction (roofing preferred) (1+year)
- Strong communication and relationship-building skills.
- Ability to work independently and manage your own schedule.
- Top performer mindset. Competitive, hardworking, tenacious, goal-oriented thinking, and not afraid of rejection.
- You are adaptable and can think on your feet. When faced with new challenges, or tough conversations, failure simply isn't an option
- Understanding and following safety protocols and procedures is crucial

Benefits, Training, and Development

- Benefits: Health, dental, vision insurance, 401(k) with company match

- Comprehensive training with ongoing career development support and opportunities to move up within the company.
- Additional monthly bonuses and incentive programs

Job Types: Full-time, Base Pay + Commission

Pay Base: $40,000.00

Job Type: Full-time

Benefits:

- 401(k) matching
- Health, dental, vision insurance, PTO

Work Location: In person