



## **Senior Stone Sales Representative**

### **About our company**

ORIIN STONE, located in New Hope, MN, is known for innovation. Servicing the high-end architectural, landscape design, building, and interior design trades, ORIIN is a leading natural stone wholesaler and fabricator with the area's most extensive selection of high-quality imported and domestic stone offerings. Because of our team's ability to meet our client's highest standards, our company continues to grow in an exciting direction.

To drive continued success, we have created a new full-time position for an experienced Stone Sales Consultant to join our team. This position will have the responsibility of collaborating with and supporting our team and clients while providing hands-on expert solutions and impeccable service. This full-time inside sales role (working out of our beautiful new headquarters), will service our discerning clients with a variety of needs, including extensive and intricate custom stone fabrication projects. If you have seasoned experience in the stone, tile, countertop, or other related field, and are seeking an exciting opportunity with a company that will generously reward your efforts and encourage your advancement, we hope to hear from you.

### **Essential Job Functions**

- Responsible for building and nurturing relationships with current and prospective clients; identifying and solidifying sales opportunities using a variety of methods
- Cultivate a strong knowledge of the products we sell through our training as well as self-initiated learning, and prior experience
- Communicate with buying, inventory, and operational departments regarding: customer needs, preferences, and requests, special orders, shipping/delivery preferences and issues, product availability and sales volume estimates
- Closely collaborate with our technical, fabrication and production departments to manage individual projects throughout the entire sales process (sale to completion of services)
- Maintain a high-level of accuracy and attention to detail with all information presented to both customer and supporting departments throughout company
- Develop and maintain relationships within the stone community – both locally and nationwide; stay informed on industry trends
- Attend a limited number of industry events on behalf of the company
- Liaise with our founder to support and service sales with our top clients
- Track results and potential business through the system

- Assist in marketing and selling our extensive stone fabrication offerings and capabilities
- Attend, engage in, and eventually assist with sales and product training
- Provide guidance and resolution with client issues
- Meet or exceed sales goals through servicing existing accounts while continuously networking to develop opportunities to create new business."
- Propose ideas and make recommendations to continuously improve upon our sales processes and strategy
- Provide in-house expert advice to our learning staff as well as clients regarding product, installation and fabrication matters
- Host events in order to share and enhance knowledge of our product offering and technical capabilities with current and prospective clients.

## Qualifications

- Minimum of 5 years of sales experience in the stone, tile, countertop, landscaping, or other related field. Demonstrated success with wholesale, direct-to-trade relationships is highly valued
- Must be driven and possess the ability to multitask and address competing priorities
- Must conduct business with the highest level of integrity, valuing honesty and respect towards all
- High attention to detail and follow through
- The ability to follow through with clients with a strong sense of urgency
- Proficiency with basic Office software programs and the ability to learn our proprietary software with training
- Experience with special fabrication/drafting/architectural/plan takeoff software programs such as Bluebeam or AutoCAD is highly valued
- Existing relationships within the stone community valued
- Minimum high school diploma or equivalent

ORIJIN STONE offers highly competitive compensation, vacation time, comprehensive medical, dental, vision and life insurance benefits as well as a Simple IRA with matching. This position comes with great growth potential. Our culture values integrity, enthusiasm, initiative, inspiration and strong working relationships. We foster and promote a collaborative work climate that is conducive to employee recognition and growth.

For more information about our firm, visit our website: [www.ORIJINSTONE.com](http://www.ORIJINSTONE.com). You can also find us on HOUZZ, Facebook and Instagram. To apply, please send your inquiries and resume directly to: [hiring@ORIJINSTONE.com](mailto:hiring@ORIJINSTONE.com).