



Commercial Sales Consultant  
(Long Beach, CA)

Long Beach Roofing, a Columbia Construction Service, Inc. company, is seeking an experienced roofing sales consultant to join our team. Under the general direction of the Branch Manager, the primary role of the Commercial Sales Consultant is to service existing customers and develop new business opportunities in the South Bay area commercial roofing market. The CSC sells the products, services, and the value-added capabilities of Long Beach Roofing.

**TO BE SUCCESSFUL IN THIS ROLE, THE SALES REP WILL...**

- Develop a large book of business through cold calls, leads, service contracts, and trade shows.
- Implement successful new market strategies for the South Bay and greater Los Angeles commercial roofing market
- Compile accurate job information to ensure quotes have sound pricing and delivery strategies
- Develop and execute comprehensive sales activity plans to service and expand our business with new and existing customers
- Develop and maintain excellent relationships with our customers and vendors
- Attend trade shows and successfully increase brand recognition and sales opportunities
- Meet monthly, annual and other sales goals and maintain appropriate Gross Margin
- Efficiently utilize our CRM system for tracking and reporting
- Conducts all sales activities in accordance with our policies and procedures
- Prior roofing experience a plus but not required

Required Knowledge, Skills and Abilities:

1. Minimum of 3+ years of demonstrated successful sales
2. Solid Microsoft Office and computer skills, prior CRM experience or ability to quickly learn CRM
3. Superior presentation and negotiating skills
4. Exemplary team work attitude and collaborative work style
5. Self-starter who is motivated to exceed expectations

This position requires a valid driver's license, maintaining good driving record, meeting background check standards and DOT prehire physical and drug screen. This position must be able to lift up to 50 lbs. occasionally, climb ladders, walk sloped roof surfaces, stoop, kneel, and bend.

To apply for this position, please email your cover letter and resume to [hr@reroofnow.com](mailto:hr@reroofnow.com). Long Beach Roofing, Inc. is an equal opportunity employer and promotes a drug-free, safety-first workplace. We offer a competitive base salary and commission structure, as well as a comprehensive benefits package, including 401k with discretionary employer match and employer paid life/disability.