

## OUTSIDE SALES REPRESENTATIVE

### Lumber

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Mentor Lumber's Core Values are **A Commitment to: Excellence, Teamwork and Respect In All That We Do!** and we take that seriously! When you join our team, you're joining a company that has been in business for 100 years, with a well-established reputation as a leader within the building material supply industry in Northeast Ohio.

As Mentor Lumber and Supply continues to grow and expand, we are looking to add a new full-time member to our Outside Sales Team in Chardon, Ohio.

#### **Responsibilities include:**

- Marketing the wide range of materials with an emphasis on new construction projects.
- Territory growth and management.
- Networking for new business.
- Accurately performing blueprint take-offs.

#### **Benefits include:**

- An excellent company culture focused on the Core Values of Excellence, Teamwork and Respect in All That We Do!
- A competitive, commission-based, pay-for-performance compensation package including bonus potential.
- Comprehensive benefits including medical, dental, vision, and other supplemental coverages.
- Profit-sharing and company-matched 401(k)

#### **Requirements:**

- 1 year (minimum) of successful lumber sales.
- Ability to handle spatial details at a high level with basic understanding of construction.
- Driven mentally with stamina to work 45-60 hour/week on a commission basis.
- Personality and expertise to gain trust and build relationships with customers, primarily builders.
- High level of analytical skill and understanding of complex information.
- Self-motivated and team-oriented attitude, successfully representing the company in a professional way.
- High degree of accuracy and organization as you handle multiple jobs at different stages of completion.
- High integrity and core values.

Mentor Lumber and Supply Company was established almost 100 years ago to serve the local needs for lumber, coal and building materials. Through the years, Mentor Lumber and Supply has grown to include showrooms and design centers in both Mentor and Chardon as well as a Door and Millwork division that specializes in custom woodworking and an Installed Services Dept that offers home remodeling and installation of our products.

**Mentor Lumber and Supply Company**

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