

Architectural Sales Representative



Full Time – 40 hours per week

Salary: \$65,000 - \$180,000 /yr

We are looking for a **dynamic** and **motivated** sales professional who can demonstrate experience in driving sales leads and closing sales results through and presenting accurate and detailed orders to join our fast growing Seattle team.

If interested, please email your resume to rebecca@kolbegalleryseattle.com (PDFs preferred).

If you:

- Are outspoken and enjoy giving presentations
- Thrive in customer interactions, networking with the architectural, design, and construction industry professionals, building and establishing long term relationships
- Are a solution based problem solver and projects driven,
- Highly value collaborating with others,
- Have an eye for details in luxury product(s),
- Look forward to working on a variety of tasks every day,
- Can meet deadlines, prioritize appropriately, manage multiple projects during the same time frame, cope well with changes and able to maintain your professionalism under pressure,
- Believe in life-long learning and have an overall positive outlook,
- Looking to grow with a small business and establish a long-term career

We Want To Hear From You!

Key Responsibilities included in this role:

- **Prospecting:** Research our customer base, connect, network, business development, outreach calls, and promote Kolbe products and our services.
- **Presentations:** Provide AIA Continue Education accredited courses to architect and industry professionals, lunch and learns, selling our strengths and products using displays, samples and product details, walk clients through showroom and carry out product viewing meetings.
- **Customer Relationship Management:** Qualify leads, document and track stages of opportunities through the sales cycle.
- **Project Management:** Provide detailed shop drawing, proposals, and order package documents, negotiate and finalize terms of order contracts, check measures and job site meetings, collect payments, document and report deficiencies.


Who we are:

Kolbe Windows & Doors, a leader in the doors & windows industry based in Wausau WI in the US, have been providing luxury and custom window and door products for high-end residential and commercial construction projects for more than 75 years.

We are an exclusive factory direct distributor that provides a wide range of products and services to the architectural community, designers, contractors, and their clients.

 [KolbeGallery-Finestra](https://www.linkedin.com/company/kolbe-gallery-finestra)

 [KolbeGallerybyFinestra](https://www.facebook.com/KolbeGallerybyFinestra)

 [KolbeGallery_Finestra](https://www.instagram.com/KolbeGallery_Finestra)

 [@Kolbegallery_Finestra](https://www.youtube.com/@Kolbegallery_Finestra)

 [@KolbeWindowsDoors](https://www.youtube.com/@KolbeWindowsDoors)

 <https://KolbeGallery-Finestra.com>

 www.KolbeWindows.com/our-story