



THE **ULTIMATE**
STANDARD IN ROOFING

McCoy Roofing Sales Manager Full Job Description

Roofing Sales Manager

McCoy Roofing - Omaha, NE

McCoy Roofing has been family owned and operated for over 15 years and has become the ultimate standard in roofing. Because we have never compromised on our purpose of "Helping good people live better lives," McCoy Roofing continues to grow and is excited to add a new strategic leadership role. We are hiring for a Roofing Sales Manager to support our continued expansion.

We are the company people love to work with because our core values are grafted into our very DNA and are felt by the families and communities we serve.

This is who we are (Core Values):

- We constantly radiate a positive attitude...we will leave you and your day better than we found it.
- We are coachable...if there is room for improvement, we want to know about it so we can be better tomorrow than we were today.
- We ALWAYS do the right thing...if it's right by our customer, then it's right by us...pretty simple.
- We surround ourselves with ideal team players...a rising tide raises all ships. If our personal growth isn't raising the level of play of those around us, then we aren't adding value to the team or culture.
- We are self-motivated, which is a requirement of success...we are always progressing and taking ground.

Key Role Responsibilities:

- Will Lead and develop a team of 20 or more Independent Roofing Sales Representatives.
- Defines goals and objectives and communicates objectives on a regular basis.
- Present and sell company services to new and existing customers.
- Prospect and contact potential customers.

- Meets and/or exceeds revenue, budget, and other business objectives on a regular basis.
- Resolve customer inquiries and complaints.
- Set follow-up appointments to keep customers aware of the latest developments.
- Create sales material to present to customers.
- Analyzes and develops effective pricing and price strategies.

What YOU bring to the role:

- Previous experience in sales, customer service, or other related fields.
- Familiarity with CRM platforms.
- Ability to build rapport with clients.
- Strong negotiation skills.
- Deadline and detail oriented.
- Comfortable performing inspections and sales calls that include getting on the roof.
- Agile and adaptable to change.
- Bias towards action
- Predisposition to learning and development.

How YOU separate yourself from the masses:

- Leadership experience in sales, customer service, or other related fields
- Experience selling roofing to residential or commercial clients.
- Previous experience with Acculynx
- Proven track record of leading teams that crush quota
- Your coaching tree includes 3-4 proteges that are now in roles of increasing influence and leadership

If you are interested and qualified for the Sales Manager opportunity, please email your resume to Stacy@McCoyRoofing.com. We look forward to you joining our team!

Job Type:

Full-time

Schedule:

Varies

Work Location:

Based in Omaha but some travel may be necessary

Pay:

\$100,000- \$120,000 Base and OTE (On Target Earnings) of \$167,000-\$200,000

Experience:

Sales Experience: 5-7 years
(Sales Leadership Preferred)

Work Remotely:

No

Benefits:

Paid time off

License/Certification:

Driver's License

Work Location:

Omaha, NE