



Hiring New Project Consultants

Capital Construction is an Exterior Restoration Company with over 30 years of professional service in the industry. CC has consistently provided superior craftsmanship and exceptional service that levels our competition. We have all the accolades, awards, relationships, and knowledge that you would expect from a top tier construction company.

We are centrally located in Burnsville, Minnesota; but we serve all of the Twin City Metro Area, and beyond. We have a newly designed, 15,000 square foot office space which includes a 6,000 square foot warehouse, and a state-of-the-art sales room with all the materials technology and training tools you need to be successful.

CC is staffed with quality roofing experts who walk clients through the insurance claim process, educating and answering their questions. We want to build a relationship of trust between our customers and our company.

We are looking for candidates who are educated in this position. Now is the time to make the jump over to Capital Construction. Working and selling here will give you the best chance for success. Some of the major benefits to work at CC are:

- We are the highest reviewed and highest rated construction company in the metro area (BBB, google, facebook)
- We have a brand new, state of the art 15,000 sq foot office building
- Our relationship with local insurance adjusters is top notch
- Industry leading compensation plans
- Yearly company trip to a caribbean island for top producers
- Phenomenal company culture
- Paid training program to get you up to speed quickly and effectively
- Experienced support staff designated for every department, start to finish
- An in house estimating team to support the sales department
- Numerous sales competitions/contests throughout the year. This year we gave out super bowl tickets for the winners of the final contest.

We are seeking to add personable and motivated Project Consultants to our team. We would prefer reps that have prior experience in our industry, but we are willing to train people with the right drive and personality. If you enjoy, and thrive on interacting with new and existing clients,

and want to join an established and growing company, Capital Construction will be a great place to further your career. This position requires in-home presentations, carrying a ladder, climbing on roofs, performing roof and attic inspections, and working with insurance claims. If you enjoy working with homeowners, conducting inspections, and making great money in the process, read on.

About Us:

- Over 30 years of experience in the roofing industry
- Family and Community focused environment
- Licenses and Certifications with all major manufacturers
- Ability to install any type of roof in the Minnesota market
- Serving the entire state of Minnesota
- Established and highly trained production team
- A+ Rating with BBB

Make no mistake, THIS IS NOT a 9-5 job. It is a "Carpe Diem" kind of job. This is an 8-8 job for 8 months out of the year, if you want to reach ultimate potential in earnings. With that hard work, you will be able to relax in the winters. Compensation is based on your hard work and efforts. We will provide all the training and support you need to succeed! Please note, this is a 1099 Independent Contractor position.

Responsibilities:

- Building strong customer relationships by maintaining sales contacts as required by the position
- Sourcing new customers that qualify for an insurance funded roof, siding, window and gutter replacement through door-to-door canvassing and business-to-business relationships and selling the customer on the value that you and CC have to offer.
- Meet or exceed the sales and margin expectations for the assigned territory
- Demonstrating solid business sales acumen and professionalism to make a positive impact on all prospects and customer
- Meet with insurance adjusters, complete all necessary work orders, and collect payments as required.
- Conduct business activity at all times in a manner consistent with the company's culture
- Follow-up on company provided leads when provided

Experience Requirements:

- Proven work experience as a sales representative
- Familiarity with CRM practices along with the ability to build productive business professional relationships
- Highly motivated and driven with a proven track record in sales
- Excellent selling, communication, and negotiation skills
- Prioritizing, time management, and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

Qualifications:

- Valid Driver's License
- Experience in roofing or construction sales is a preferred
- Strong ability to develop new business while maintaining existing business
- Excellent customer service skills and attitude
- Displays a genuine interest, excitement, and eagerness toward job, company, and homeowners
- Self-starter who takes action to achieve quarterly goals
- Takes a sincere interest in what the customer or prospect truly needs
- Is motivated by selling (interested, enthusiastic, and committed to the sales role)
- Able to climb a ladder, walk on roofs, and lift approximately 50 lbs

Incentives:

- We just moved into our NEW 15,000 square foot office space, which includes a 6,000 square foot warehouse, a ping pong table, and a basketball court. lounge room for afternoon happy hours with the team, and a state of the art Sales room with all the materials, technology support and training tools you need to be successful
- We are one of only two companies in the metro who are GAF Master Elite as well as OC Platinum Preferred, which makes it that much easier to close sales.
- Industry leading pay structure
- End of year sales incentive trips!
- Monthly sales contests as well as team building events throughout the year!

Hours

- 40+ hours