

Sales Manager | Curtis Construction Co., Inc.

Roofing is what we do—not who we are. For over 60 years, Curtis Construction Company, Inc. has built long-lasting relationships with our customers, partners, and team. We care about our team and the customers we serve each day. We specialize in commercial roofing, from preventative maintenance and leak repairs to complete roof replacements, sheet metal fabrication, and liquid-applied coatings. We are searching for individuals who want to improve 1% each day.

We are looking for a Sales Manager to develop enduring relationships with existing and future customers, identify potential opportunities, and partner with our customers each step of the way as we determine what solution will best suit their needs. This role includes tasks such as generating a pipeline for new business, identifying new leads through cold calling, referrals, and networking; preparing and presenting sales proposals to customers, attending trade shows, and developing marketing content. We will know we have found the right person for our team when our customers are raving about their experience in becoming a Curtis Construction client.

The key skills we feel are needed to excel:

- A well-developed sense of integrity and customer focus
- Positive and friendly attitude
- Proven ability to face obstacles, failures, and setbacks
- Goal and results-oriented
- Skilled in negotiation
- Excellent self-management skills and proven personal accountability
- Experienced in time management and prioritization
- Responsiveness
- Strong interpersonal skills
- Proficient in team leadership
- Team player who believes success is not an accident
- Capacity for adaptability and flexibility
- Strong creative, critical thinking, and problem-solving abilities
- Working at heights to evaluate deficiencies and current conditions of customer's roof
- Strong written and verbal communication skills
- Computer skills, including data processing, Google Workspace, Adobe Acrobat, Dataforma, and other programs
- Commercial roofing experience a plus
- High school diploma or equivalent
- English fluency
- Valid NC driver's license