



## Company Sales Representative

Duro-Last Roofing is looking for a Company Sales Representative in Northern New Jersey. This position will be located in the Morristown, New Jersey area and will report to the Capitol Region Sales Manager.

### Position Responsibilities:

- Develop and support a network of independent roofing contractors to increase sales of Duro-Last in the assigned regional territory
- Develop, educate and follow-up with building owners in the assigned territory to promote the purchase of Duro-Last products for their buildings
- Call on a base of architects and roofing consultants that are located in the assigned territory with the goal of having Duro-Last specified on projects
- Must be able to walk roofs as needed to assist contractors with roof layout
- Responsible for weekly call reports to the Regional Manager
- Responsible for cold calling and lead follow-up of potential customers

### Position Requirements:

- Bachelor's degree in business or related field required or equivalent work experience
- Five years of industry experience in commercial construction and building products required
- Demonstrated track record of consistent territory sales growth
- Background in and knowledge of construction and/or roofing systems desired
- Must be organized and self-motivated
- Must be able to travel frequently in the assigned territory as required
- Duro-Last Roofing background preferred
- Must have outstanding written and verbal communication skills

### Compensation & Benefits:

We offer a competitive benefit program that includes:

- Commission
- Car allowance, cell phone and laptop computer
- Medical, dental and vision insurance
- Prescription drug program
- Life and AD&D insurance
- Short and long term disability (life insurance is equal to two times annual base salary)
- 401(k) retirement plan with company contribution
- Paid vacation
- 8 ½ paid holidays
- Profit sharing
- Flexible Spending Accounts

Interested candidates can send their resume utilizing the following link

[https://workforcenow.adp.com/jobs/apply/posting.html?client=jrbllc&jobId=143264&lang=en\\_US&source=CC2](https://workforcenow.adp.com/jobs/apply/posting.html?client=jrbllc&jobId=143264&lang=en_US&source=CC2) or visit our career page at [www.duro-last.com/employment](http://www.duro-last.com/employment) for more information on this position and other Duro-Last Roofing opportunities.

**JRB Personnel. LLC is an Equal Opportunity Employer,  
Minorities/Women/Disabled/Veterans**