



Sales Development Coordinator

Duro-Last Roofing is looking for a Sales Development Coordinator located in Jackson, Mississippi. This is a full-time position with great benefits and opportunities for advancement.

Position Responsibilities:

- Frequent contact and support via phone with Duro-Last customers and associates
- Become well-versed in presenting all Duro-Last product line offerings
- Provide all levels of sales support to field Sales Representatives to keep them focused on selling
- Provide Duro-Last sales training to Duro-Last contractors
- Prospect regional corporate accounts and present Duro-Last
- Travel within territory to build loyalty with Duro-Last customers and create new business opportunities with building owners, specifiers, corporate accounts, architects, etc.
- Plan, exhibit, and execute successful industry trade shows
- Participation in territory sales plans, meetings and evaluations
- Other duties as assigned

Position Requirements:

- Bachelor's degree in Business or related field or equivalent work experience is required
- One to two years of sales and marketing experience preferred
- Construction or roofing knowledge is a plus
- Keyboarding skills to include proficiency in Word, Excel, etc.
- Excellent interpersonal, written, and spoken (presentation) communication skills
- Previous account management/sales development experience
- Ability to travel when necessary within assigned territory

Compensation & Benefits

We offer a competitive salary and benefits package to include:

- Medical, dental and vision insurance
- Prescription drug program
- Life and AD&D insurance (life insurance is equal to two times annual base salary)
- Short and long term disability
- 401(k) retirement plan with company contribution
- Paid vacation
- 8 ½ paid holidays
- Profit sharing
- Flexible Spending Accounts/Health Savings Account
- Tuition Reimbursement

Interested candidates can send their resume utilizing the following link:

https://workforcenow.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=18d17abc-a554-409c-b238-9d4f711371ed&ccId=19000101_000001&jobId=424942&source=CC2&lang=en_US

or visit our careers page www.duro-last.com/employment for more information on this position and other Duro-Last Roofing opportunities.

JRB Personnel is an equal opportunity employer which values diversity in the workplace. All applicants shall receive equal consideration and treatment in employment without regard to race, color, religion, ancestry, national origin, age, sex, marital status, familial status, medical condition, or any other status protected by law. All recruitment, hiring, placements, transfers and promotions will be on the basis of individual skills, knowledge, abilities, and business need.