



Wentworth Executive Recruiting has been retained exclusively to assist an International Client with a “critical hire,” search for a B2C Sales Associate. If interested in this position please send your resume to: Carol Ann, CEO, Wentworth Executive Recruiting – [carolann@wentworthexecutiverecruiting.co](mailto:carolann@wentworthexecutiverecruiting.co) | 415.516.9343.

## **B2C Sales – Luxury Home Developer | San Francisco Bay Area**

### **About the position**

Our client is a technology company that designs and delivers a high-performance building system. The steel system is patented in 25 countries, and is used to build healthy, comfortable, and sustainable homes by clients and developers alike. We use a step-by step process and integrated state-of-the-art technology to make the homebuilding experience uniquely enjoyable.

We offer in-house services including design, architecture, project management, structural analysis, engineering and more. With more than 35 professionals including architects, engineers, project managers, etc., we are a dynamic and innovative company continuously searching for creative talent to join our multidisciplinary team.

### **PROFILE**

- Strong leadership and team building skills. Exceptional communication skills, speaking, writing, and communicating through a variety of digital platforms; iPhone, iPad, email.
- Truly enjoy interfacing with clients, building long-term relationships and closing long-cycle high value sales.
- Experience in articulating and executing on a vision.
- Thrives in small team environments and is flexible and adaptable to change in a rapidly growing organization.
- Able to navigate and thrive in a remote working environment with a strong sense of autonomy, ownership and focus on delivering results.
- Solid Technical knowledge of building science, building systems and construction methods.
- Relevant experience in technical sales and exposure to operations/project management.

### **KEY RESPONSIBILITIES**

- Develop and execute a strategy to grow the business unit top and bottom line with a strong focus on customer acquisition and sales.
- Final point of contact with prospective clients to close sales of Agreement for Design Services and Materials.
- Work closely with the local Project and Construction Managers during the entire project execution phase.
- Local face of the organization to clients, in charge of resolving escalated customer issues.
- Develop and maintain strong network and relationships with local partners, including GCs, Designers, Architects and Building Officials.
- Attend and participate in information sessions, open houses, trade shows, promotion workshops and other promotional events.

### **REQUIREMENTS - TECHNICAL**

- Bachelor's degree in engineering/Architecture or Business. Master's degree is a plus, especially when combining two of the former fields.
- 10 years of experience in the construction/design industry, preferably in the luxury residential market with roots in Northern California. B2C Sales experience in the construction/design industry.
- Experience with CRM (Salesforce) and Project Management Tools.

### **COMPENSATION**

- Competitive Compensation package includes a base salary – range \$100,000 - \$115,000 DOE and a commission program.
- Health care benefits, PTO, Supportive training program and healthy company culture.