

## **Cambria Commercial Sales Representative – North Florida**

Cambria has an excellent opportunity for a motivated, organized individual seeking a challenging and rewarding opportunity in a fast-paced environment. This position is responsible for establishing strong relationships with design professionals to market the Cambria brand, to obtain Cambria specifications through strategically targeted architecture/design firms, and to increase Cambria specifications and leads for our fabricator partners. The Commercial Sales Representative will represent Cambria throughout the North Florida market.

### **Responsibilities:**

Demonstrate an in-depth understanding of the industry, LEED certification, and Green issues

Learn and demonstrate changes in industry standards and regulatory codes

Provide excellent sales support

Conduct quality AIA (American Institute of Architects), IDCEC (Interior Design Continuing Education Council) and continuing education presentations

Research and profile key prospect lists and build professional relationships with general contractors, millwork/casework companies, OEMs (original equipment manufacturers), project owners and architects/designers

Provide samples for specific commercial projects and update identified product libraries with all Cambria colors, marketing materials and contact information

Identify and participate in commercial trade shows to increase brand recognition

Stay actively involved in industry associations

Coordinate, train and guide Lexus/CFA/Distributor Sales Representatives and Cambria Residential Market Representatives within a geographic territory

Identify and enroll qualified Cambria Commercial fabricators in appropriate territories

Manage and maintain the accuracy of data in the commercial activity report

Coordinate all project activity with the Commercial Projects Coordinator

Maintain accurate records in Salesforce, a customer relationship management system

Achieve specification sales goals and sales activity goals

Use expenses responsibly to increase Cambria brand awareness and build relationships

Develop an efficient travel schedule within an assigned territory  
Work with Commercial VP to track projects  
Maintain an effective home office while working independently and pro-actively  
Maintain a thorough understanding of the competitive landscape  
Identify potential fabricator or installer partners  
Work with Marketing and other business units to drive sales  
Develop a business plan to maximize sales penetration in the marketplace  
Actively participate in industry associations  
Entertain clients in various social settings, such as dinners, sporting events and industry events  
Perform other duties as assigned by leadership

Desired Skills & Experience:

Bachelor's degree required  
5+ years of work experience in sales or design industry required  
Experience in the architectural and design industry a plus  
Valid Driver's License required  
Computer proficiency (Microsoft Word, PowerPoint, Excel)  
Strong business knowledge and financial acumen  
Strong sales skills  
Proven track record of being customer-focused  
Ability to build strong professional relationships  
Presentation skills  
Excellent communication skills  
Professional demeanor  
Superior organizational skills  
Excellent follow-up skills  
Self-motivated with the ability to work independently  
Ability to work from a home office (fax, phone, etc. supplied by company)  
Ability to travel  
Ability to work extended and varying hours as needed  
Ability to lift heavy samples and materials

If you are looking to advance your career by becoming a member of a growing and dynamic team, we are eager to meet you. Please send your resume and salary requirements to [ErIn.boden@cambriausa.com](mailto:ErIn.boden@cambriausa.com)

Cambria offers a full benefit package including: \* Medical Insurance \* Life Insurance \* Short Term and Long Term Disability Income Protection \* Flexible Spending Accounts \* 401k Retirement Plan \* Vacation \* Holiday \*

Cambria is a privately held, family-owned company with an entrepreneurial vision. We bring a new perspective and approach to the countertop industry by responding to the needs of our customers. With state-of-the-art facilities, combined with the work ethic of experienced employee teams, Cambria has rapidly become an industry leader.