

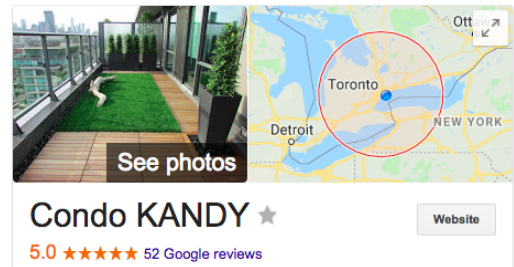


## MANUFACTURERS REP/COMMERCIAL SALES AGENT OPPORTUNITY PROFILE

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### THE BRAND

CONDO KANDY expands home experiences by providing Shades, Blinds & Balcony flooring for multi-unit residential buildings (CONDOS) and strive to create superior residential customer experiences every time. Don't take our word for it- check out our 50+ 5 star Google reviews! We are now building out our wholesale and commercial offerings and are seeking mature and strategic Commercial Sales Agents to join our unique and dynamic team. It is a pivotal time in our evolution and you could be part of it! Ours is in an exciting and fast paced high performance culture governed by our purpose and core values and we love inviting awesome people to our team!



### PURPOSE

Expanding Home Experiences ®

### CORE VALUES

Bring Out the Best in Everyone  
Be the Solution  
If it's to be, it's up to ME  
Deliver on Every Promise  
Ever Evolving

### MAIN ACTIONS FOR CONDO KANDY MANUFACTURERS REPS

- ❖ Proactively contact multi-unit residential Builders, Developers, Renovators and other commercial entities to generate opportunities with organizations that could either purchase, or re-sell Condo KANDY products.
- ❖ Prepare and present proposals for both product only and full service solutions to commercial prospects
- ❖ Close deals and oversee execution for ultimate client satisfaction and referral generation



## **MANUFACTURERS REP/COMMERCIAL SALES AGENT OPPORTUNITY PROFILE**

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- ❖ Oversee and man home shows/trade shows and other exhibitions as required to drive new business
- ❖ Identify marketing and promotional opportunities to drive new commercial business.
- ❖ Working with the Executive, build out a commercial channel strategy

### **EXPERIENCE & SKILLS REQUIRED**

- ❖ Prior or current successful experience as a Manufacturers Rep or Agent of building supplies and/or materials.
- ❖ Successful blinds and shades commercial sales experience.
- ❖ Experience working in, or selling to, the multi-unit residential development industry
- ❖ Spatial analysis; the ability to measure and calculate square footage
- ❖ Proficient with technology, tools, apps and CRM's
- ❖ Ability to sell into complex business environments
- ❖ Problem solving skills (Be the solution)
- ❖ Efficient time management and prioritization

### **ATTRIBUTES & PREFERENCES**

- ❖ Accountability for Personal Success
- ❖ Embraces change and enjoys lifelong learning (Ever Evolving)
- ❖ Attainment & Goal oriented
- ❖ Delivers on every personal & brand promise
- ❖ Attainment & goal oriented
- ❖ Tenacious
- ❖ Positive Outlook & Emotionally objective
- ❖ Professional appearance, behavior & presentation
- ❖ Competitive & action oriented
- ❖ Strategic thinking and execution

### **OTHER REQUIREMENTS & CONSIDERATIONS**

- A valid driver's license with clean drivers abstract



## MANUFACTURERS REP/COMMERCIAL SALES AGENT OPPORTUNITY PROFILE

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- A vehicle of year 2000 or newer that is capable of transporting samples and other marketing materials
- Willing to work flexible hours
- Have a home office set up with high speed internet and a reliable computer and smartphone. Tablet device is also encouraged.
- Must be willing to wear branded clothing to client condos and during home shows and exhibits.
- Enjoy working out of coffee shops

### REMUNERATION & PROVISIONS

- 8% is paid out on total revenue generated.
- Branded shirts provided , logos provided on additional if requested
- In-depth training
- @condokandy Email address
- Access to corporate CRM for client communications, proposal creation and deal closing.
- Business Cards provided
- Marketing materials provided
- Sample kits provided

### APPLICATIONS

If this sounds like you and you are ready to take yourself to the next level, submit your resume and cover letter. Please include an introduction about yourself and tell us about your most interesting work experience to date.

Please send to: [careers@kandyoutdoor.com](mailto:careers@kandyoutdoor.com) with COMMERCIAL AGENT in the subject line.