



National Sales Executive – Safety Surfaces

About Us!

Inside Edge is a rapidly growing, employee owned, team-oriented company with an entrepreneurial spirit. We work to support our company's growth initiatives while supporting and servicing our customers, internally and externally, through our core company values. Our "Owner's Mentality" attracts top talent and inspires our employees to take pride and responsibility in the work that they do. We've been named a Top Workplace in Minnesota six times and aim to create a place employee-owners are proud to be a part of.

About the Team

We're enthusiastic, compassionate, bright, collaborative, fast-paced, and engaged. We bring our authentic selves to work and receive the support needed to grow. We strive to live the core company values – Integrity, Energy, Collaboration, Innovation, and Service.

About the Job:

The Safety Surfaces National Sales Executive will be responsible for identifying and cultivating new opportunities and then maintaining and expanding relationships to achieve sales revenue and profitability goals. This position will develop an understanding of a prospect or existing customer's business, effectively identify solutions that fit well with the prospects/customers strategy and requirements. This position will facilitate communication, make cold calls, negotiate effectively, and create mutually beneficial relationships. This role operates in an organization that deploys a more consultative sales process, often with a 12 to 18-month sales cycle. This position will require 25-50% travel and will most likely be a remote worker.

Essential Functions:

- Applies strategic sales acumen to open new avenues for growth.
- Participates in industry events, associations, and trade shows.
- Proactively leads joint division-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones.
- Proactively assesses, clarifies, and validates customer needs on a regular basis.
- Leads solution development efforts that best address customer needs, while coordinating the involvement of all necessary company / service-team personnel.
- Meets assigned targets for profitable sales growth and strategic objectives in assigned accounts.
- Monitors and evaluates industry, market, and competitor activities, and makes recommendations based on these factors to ensure the continued growth of the business.
- Achieves assigned sales revenue goals in designated strategic accounts.
- Effectively manages pipeline/existing accounts and meets assigned expectations for profitability.
- Prepares sales reports and updates regarding activity, productivity, and revenue performance.

Job Requirements:

- Bachelor's Degree or High School diploma with equivalent work experience.
- Minimum 5 years' experience finding and building accounts in the flooring industry nationwide
- Experience building nationwide annuity sales as well as service.

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- Experience selling into Municipalities
- Experience selling recreational products, such as playgrounds, aquatic feature, or any other outdoor type products.
- Experience making cold calls.
- Experience working with Architects and product specs.
- Active driver's license, proof of insurance

About You:

- Strong customer service skills, interpersonal skills, and a team contributor
- Exceptional communication skills both oral and written
- Takes a proactive approach to problem solving and is results driven
- Computer literacy and keyboard skills
- Efficient and time management
- Adaptable and able to effectively manage multiple, changing tasks
- Self-directed and willing to take initiative
- Professional, adaptable, collaborative

Physical Requirements:

- Must be able to sit for prolonged periods of time while traveling or working on a computer, as well as the ability to move around customer offices and job sites.
- The ability to speak, hear and read while communicating both verbally and in writing to customers
- The ability to perform fast repeated movements of fingers, hands, and wrists (keyboarding and other tasks).

Benefits & Perks – Together We Own It!

- Employee Stock Ownership Plan (ESOP)
- 401k matching
- Bonus pay
- Paid time off
- Flexible schedule
- Health insurance
- Health savings account
- Vision insurance
- Dental insurance
- Flexible spending account
- Life insurance
- Employee assistance program
- Professional development assistance

Inside Edge Commercial Interior Services, LLC is an Equal Opportunity Employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

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