



CFS Interiors & Flooring is seeking a sales person with experience in commercial flooring products but who is also willing to promote and sell interior finishes and services. This covers the metro area but may include outstate as well as national work.

We are a rapidly growing company located in Eagan, Minnesota. Our company has been built on great customer service and strong referral relationships. We feel that building and closing sales is a team effort. We provide many sales advantages to keep you focused on selling including sales leads/contacts, estimators, labor and proposal reviews. Our sales market segments are diverse including healthcare, corporate, education, government, senior living and hospitality.

CFS Interiors & Flooring

Position Title: Senior Sales Account Manager

Position Purpose:

To generate profit through sales of commercial flooring products, maintenance, and utilizing interior design services to wide variety of markets.

Functional Responsibilities:

- Proactively seek out new client relationships to increase sales
- Confidently present appropriate products and services to architects, end-users, administrators, facility directors, etc.
- Develop close vendor relationships with aligned partner mills
- Promote sales of flooring, maintenance, and interior design services/products with every sale
- Work with project coordinators, installation Department and warehouse staff for positive execution of the project
- Network through professional organizations such as IFMA, IIDA, BOMA and MASMAS
- Participate in industry training, trade shows, and continuing education opportunities. May include occasional out of state overnight/weekend travel

Knowledge/Skills/Attributes/Behaviors Needed

- Preferred: Understanding of the flooring business & construction industry
- Ability to read architectural plans, contract bids, and project submittals
- Personal and professional drive to achieve sales goals
- Effective presentation skills
- Efficiently organizes and balances client appointments, office presentations, workload etc.
- Excels in oral and written communication with clients and CFS team
- Basic computer skills- Microsoft Excel, Word, Outlook
- Procent software experience a bonus
- Promote safe and professional conduct in the workplace and in the field

We offer immediate vesting for our 401k plan and we have a generous vacation and PTO plan. Salary determined upon experience; draw plus commission.

If you are interested in applying please send your resume to info@cfs-floors.com or call 651-681-8100 and ask for Mike, Bryan, or Andy.