

# Sales Representative

## *Interbay Door LLC*

**Location:** Woodinville, WA

**Employment Type:** Full-Time

**Department:** Sales

**Compensation:** Base (\$50k-65k) + Commission. Total annual compensation between \$125,000 to \$165,000, including commission. There is no cap in commissions.

### About Interbay Door

Interbay Door is a trusted provider of high-quality commercial and residential door solutions, known for our commitment to craftsmanship, reliability, and customer service. We partner with builders, contractors, property managers, and homeowners to deliver products and expertise that exceed expectations. Our team values transparency, hard work, equal commitment to customer satisfaction and company integrity, and a positive outlook and perspective.

### Position Overview

We are seeking a motivated and customer-focused **Sales Representative** to join the Interbay Door team. This role is responsible for generating leads, building client relationships, and driving revenue through the sale of doors, hardware, millwork, and related products. The ideal candidate is proactive, knowledgeable about building materials (or eager to learn), and skilled at identifying customer needs and providing tailored solutions.

### Key Responsibilities

- Develop and manage a sales pipeline of commercial and residential customers.
- Manage project relationship from quoting to order.
- Identify new business opportunities through outreach, networking, and referrals.
- Present Interbay Door's products and services to contractors, builders, architects, and homeowners.
- Prepare and deliver accurate quotes, proposals, and product recommendations.
- Maintain in-depth knowledge of product lines, industry trends, and competitive offerings.
- Build long-term relationships by providing excellent customer service and support.
- Collaborate with internal teams (operations, shop, and delivery) to ensure successful project delivery.

- Meet or exceed monthly and quarterly sales targets.
- Maintain accurate records in CRM systems, invoicing systems, ERP and sales documentation. Track key metrics to ensure you're meeting goals and driving results.
- Able to work in office, remotely, and visiting customer job sites as needed. No overnight travel. This role will be based at our Woodinville office.

### **Qualifications**

- 3+ years of sales experience, preferably in building materials, construction, or home improvement.
- Strong communication, negotiation, and relationship-building skills.
- Ability to understand technical product details and explain them clearly.
- Self-motivated, goal-oriented, and able to work independently.
- Valid driver's license and ability to travel locally to client sites.
- Proficiency with CRM software and Microsoft Office Suite.

### **What We Offer**

- Competitive base salary plus commission structure.
- Comprehensive benefits package (health, dental, vision, mileage reimbursement and company phone).
- Product and industry training.
- Supportive, team-oriented work environment.
- Opportunities for career growth within a growing company.

*Send resumes to [info@interbaydoor.com](mailto:info@interbaydoor.com)*