

Inside Sales/Business Development Representative

Metropolitan Cabinets & Countertops has been serving architects, contractors, remodelers and building management professionals in the Northeast for more than 30 years. As the largest cabinet manufacturer in the region, we take pride in doing things right and providing our customers with the best products at the best prices.

We have an immediate opportunity for a Business Development Representative.

Candidates should be self-driven and proactive, with a positive can-do attitude and excellent phone manner. Help grow new business through prospecting, cold-calling, and educating industry professionals on the value of Metropolitan and what we can do for them. This opportunity is a growth-oriented position.

Metropolitan offers a fun, energizing, hard-working environment where every employee's contribution counts. If you are looking to join a successful, local, growing company then we want to talk to you.

What you'll do every day:

- Follow up on warm leads and also make cold calls daily to general contractors, architects, remodelers and industry professionals
- Manage a pipeline of leads generated by an internal account list, your prospecting efforts and inbound leads
- Write impactful emails and share content valuable to your prospects and customers
- Manage existing relationships, drive positive customer experience, and new business

What you need to have:

- Self-directed, self-reliant and highly motivated
- Excellent organizational and communication skills
- Strong work ethic
- 1-2 years of sales experience is a plus
- Understanding of the construction industry is a plus

Contact

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