

Job Title: Sales Consultant

Company Overview:

Join our dynamic team at Montana Fire Pits, a leading provider of luxury home outdoor decorative and functional fire features (fire tables, fire pits and related products). Our specialty is offering high-end, cutting-edge, custom and customizable products. We're seeking a highly motivated and enthusiastic individual to join our sales team as a Sales Consultant. We are located in beautiful Missoula, Montana and expect the applicant to be able to office there at least 3 days, and often 5 per week, Monday through Friday.

Job Description:

As a Sales Consultant, you'll play a pivotal role in assisting customers, providing technical knowledge, and closing sales that have a vast range of complexity. Your primary responsibilities will include:

Responsibilities:

- Receiving inbound leads through phone calls and email inquiries and providing comprehensive product knowledge and technical information.
- Pursuing and nurturing your leads, opportunities, and accounts.
- Assisting customers in identifying the right solutions that align with their requirements
- Conducting product demonstrations over the phone and via email to showcase the benefits and features of our products.
- Collaborating with the team to meet and exceed sales targets by effectively converting inquiries into sales.
- Maintaining accurate records of customer interactions, transactions, comments, and complaints for further analysis and improvement.
- Upholding a deep understanding of our product line, industry trends, and technological advancements in the outdoor living world.
- Contributing to a positive team environment by embodying the company's culture of combining fun with dedication and hard work.

Qualifications:

- Proven experience in sales, especially in a technical or construction-related field, is preferred. However, a strong background in sales with the ability to quickly grasp technical knowledge will also be considered.
- Demonstrable love and passion for being in a sales role.
- Superlative communication skills, both verbal and written, to effectively convey technical information and product details to potential customers.

- Confidence in engaging with customers without coming across as pushy or arrogant, ensuring a personable and customer-centric approach.
- Strong problem-solving skills and the ability to tailor solutions to meet customer needs.
- Experience using CRM software (Salesforce experience is ++) and other sales tools.
- A proactive and self-motivated attitude, with the ability to work both independently and as part of a team.
- Fluent in computer navigation

Our Culture:

At Montana Fire Pits, we foster a culture that values both fun and hard work. We are committed to providing a supportive and collaborative environment that encourages personal growth and professional development.

We will provide extensive hands-on product training, but believe that anyone with a background in construction sales will learn and contribute quickly.

If you are passionate about technical sales, possess a keen interest in the high-end and luxury outdoor accessories market, and fit our culture of blending enthusiasm with dedication, we'd love to hear from you.

Compensation: We will pay a generous and competitive base salary commensurate with experience, with a monthly variable compensation (commission and performance incentives) component.

Benefits:

- Professional office space
- Affordable health plans for employee and family
- Paid time off and paid sick days
- 401K with company matching up to 4% (after 1 year of employment)
- Work-from-home hybrid options on a case by case basis
- Schedule: Monday-Friday, 8:30am - 4:30pm

Application Process:

Apply at montanafirepits.com/careers/