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*Energy Panel Structures, Inc.*

### **Component Sales Professional**

EPS Buildings is seeking a Component Sales Professional to drive sales, develop strong relationships with existing customers, and proactively build a pipeline of new business.

### **Essential Duties & Responsibilities**

- Engage in direct, face-to-face sales with General Contractors, Framers, Homebuilders, Commercial Builders, Multifamily Builders, and Investors needing components, including roof trusses, floor trusses, panelized wall systems, and other engineered building packages.
- Prepare and present bids, proposals, and estimates to potential clients.
- Make necessary sales calls to contact former and prospective customers in order to persuade and close sales, secure down payments, and obtain necessary signatures for required documents.
- Conduct all sales activities within an assigned geographic territory, identifying key opportunities for growth.
- Establish and maintain a regular schedule of area customer and prospective customer visits while seeking opportunities to develop area awareness of EPS and its products.
- Maintain and update leads for customers and end-customer interactions in the CRM system.
- Stay informed on market trends, competitors, and regional developments to gain a competitive advantage.
- Conduct business with the highest degree of integrity and proactively address all customer concerns.
- Represent EPS at tradeshow, county fairs, and industry events.

### **Territory**

The main geographical territory will be Northwest Iowa, Southeast South Dakota, South central Minnesota, with an additional focus on Des Moines, IA, Sioux City, IA, Omaha, NE, and Sioux Falls, SD.

### **Minimum Requirements**

- A BS/BA degree or equivalent experience in selling or customer service with a demonstrated record of sales achievement.
- 5+ years in direct sales or equivalent experience.
- 2+ years of construction/contracting business.

603 North Van Gordon Ave. \* Graettinger, IA 51342 \* 800-967-2130 \* FAX 712-859-3275 \* [www.epsbuildings.com](http://www.epsbuildings.com)

- Ability to transport self to, around, and through all parts of a building construction site.
- Adept at basic mathematics.
- Excellent oral and verbal communication skills.
- Capable of using the tools of carpentry and general construction.
- Commitment to best practices in gold-standard client service and exceeding the needs of the customer.
- Strong time management and organizational skills.
- Computer proficiency with Microsoft Office (Excel, Outlook, Word)
- Ability to identify opportunities, set goals, and drive results independently.

### **Work Environment/Physical Activity**

- Work is conducted in both an office and field setting. You must be comfortable visiting construction sites, trade shows, and events, with occasional lifting to 50 pounds.
- Must be able to stand for extended periods when at a tradeshow.
- Must be able to traverse around construction sites.
- Position requires good or corrected vision, the ability to adjust focus, peripheral vision, and depth perception.
- Must adhere to all company safety policies both on EPS property and while visiting construction sites.
- Minimal overnight travel may be required. Primary travel will be local to your assigned territory.

**We offer a very competitive base salary and a comprehensive benefit package including 401k and ESOP. This position is based out of our Graettinger, Iowa location. Applicants are asked to send their resume and cover letter to Matt Starkson at [mstarkson@epsbuildings.com](mailto:mstarkson@epsbuildings.com) for consideration.**

*All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.*