

JOB SUMMARY:

At BMC, Sales Trainees get to touch the job from every angle - learning the company, our products, and the way we do business in about 12 months. We give them the time and resources to dig deep and grab every opportunity to excel. Trainees can focus on getting their hands around real experience - with mentors and coaches by their side. The outcome: confidence and competence for a successful career at BMC.

DUTIES & RESPONSIBILITIES:

1. Sales Training, Techniques and Strategies.
2. Product Knowledge.
3. Tools of Negotiation.
4. Field Operations Training.
5. Financial Boot Camp.
6. Time Management.

This is an excellent opportunity for motivated individuals with a great attitude who are looking to jump-start their careers. As a Sales Trainee, you will rotate through different parts of the company gaining industry knowledge and engaging in building relationships with customers and clients. After the training period is complete you will transition into a Sales function and continue to build your sales career at BMC.

Functional Responsibilities:

7. Develop an understanding of our products and services.
8. Foster professional relationships with the BMC team and our customers.
9. Gain responsibility for developing business with new clients.

BMC's vision is to be the best building materials distributor in the nation. Our job is to help our customers be successful by delivering what they need, when they need it, exactly how they want it – from start to finish. This means being committed to offering new and innovation solutions that allow our customers to grow and thrive. We will continuously identify and implement best practices that drive sustainable competitive advantages and enable BMC to deliver profitable growth and industry leading customer service.

QUALIFICATIONS:

Minimum Education:

- Associate's or Bachelor's Degree.

Minimum Experience:

- Background in Business, Customer Service, Sales, Marketing and/or Building Materials knowledge is a plus.

Preferred Experience:

-

Other Skills & Abilities:

- Drive, determination and a winning attitude.
- Demonstrated exceptional customer service experience.
- A healthy sense of competition coupled with an entrepreneurial spirit.
- Adept business and financial acumen.

In order to be considered, please submit your resume to:

Celia Croff at Celia.Croff@BuildWithBMC.com

P: 919-431-1829

BMC Careers Page: <https://www.buildwithbmc.com/bmc/s/careers>