

THE JOB:

PROJECT MANAGER

EXISTING CUSTOMER RETENTION AND GROWTH

Summary:

At Weiland, sales have always grown sales organically with customers by doing things the right way. The first order for many prospective customers can be just the tip of the iceberg if their projects are handled well after the sale. It is essential that our sales office diligently go about the work of making sure orders are fulfilled to the satisfaction of the customer. This skilled communicator and task manager will not only help close deals, but will work diligently to shepherd projects to completion and provide ancillary support for the buyers, sometimes months after the order has shipped. This may include responsibilities like fielding questions about installation, troubleshooting issues, and helping get parts and additional materials shipped quickly.

Job Duties:

- Serve as a primary point of contact between Weiland and its customers – focused on sales, service and long-term relationships
- Review contractor take-offs and/or architectural drawings and work with Weiland's estimators to create quotes
- Review quotes, purchase orders, and shop drawings for accuracy
- Maintain close relationships with customers and travel as needed for sales meetings and/or site visits across the United States.

Skills Required:

- Strong interpersonal skills and extroverted nature
- Strong organization skills and attention to detail
- Strong skills for and the enjoyment of problem solving
- The ability to handle delicate situations and seek resolution in the face of adversity
- Ability to handle multiple customer accounts with concurrent projects and tight deadlines

Pay & Benefits:

- Salary depends on experience
- Paid vacation
- 401K with company match
- Profit share plan
- Healthcare supplement
- Short-term disability plan
- Family-friendly hours
- Fun atmosphere

Weiland Doors has manufactured doors and windows for the food processing and cold storage industries since 1984. Weiland Doors values its employees – many of whom have been with the company for 15+ years. Due to steady growth, we are looking to add to our team. Weiland Doors has never had a layoff in its company's history and seeks employees that want to work hard to be a part of something special, yet also have a work-life balance.

Typical Office Hours are 8:00 AM to 5:00 PM Monday through Friday

Apply by sending your résumé to: recruiting@weilanddoors.com



THERE IS NO EQUAL