



JOB OPENING: Suburban Sales Representative (Chicago, IL Office)

The Chicago, IL office has an opportunity for someone who wants to make a profitable career in sales. We are searching for an enthusiastic, hard-working, and driven **Sales Representative** to join our team. This role will support the Chicago area and be responsible for selling our branded products and services, generating proposals and estimates, and providing value-added expertise to Stuart Dean's clients within the greater Chicago Suburban Market. The Sales Representative will also be responsible for revenue generation, profitability, and support of the accounts and clients served. The individual will be expected to foster the company's Culture and promote and exemplify its Values of Fairness, Accountability, Mutual Respect, Integrity and Loyalty. Candidate submittals in the form of a cover letter and resume should be sent to: Steve Burton at sburton@stuartdean.com and Jim Beaudoin at jbeaudoin@stuartdean.com

Principle Responsibilities

- Develop business, sell our services and retain our customers
- Prepare sales action plans and schedules
- Make sales calls to new and existing clients
- Negotiate with clients and prepare estimates and proposals
- Maintain sales activity records and reports
- Respond to sales inquiries and concerns by phone, electronically or in person
- Ensure customer service satisfaction and outstanding client relationships
- Conduct market and client research and analysis as needed
- Participate in sales events
- Monitor competitors, market conditions and product development

Requirements

- **3+ years of proven Outside B2B Sales experience**
- High School Diploma required (four-year Bachelor's Degree preferred)
- Background in related industries including construction, architectural restoration, building finishes, metal refinishing, natural stone, ornamental metals, commercial real estate, facility services, or intangible product or service sales a plus
- Basic MS Office knowledge; computer software and internet proficiency
- Excellent verbal/written communication, strong negotiation and presentation skills
- Highly disciplined, independent, and entrepreneurial
- Strong work ethic and able to perform in a true hunter environment

About the Company

Stuart Dean is an international provider of renowned architectural restoration services. A pioneer in the industry, Stuart Dean is the preeminent, family-owned restoration and maintenance business with over 80 years of experience. From historic landmarks to new construction, Stuart Dean provides critical services that extend the life, increase the value, and enhance the beauty of architectural assets. With over 20 locations in the U.S. and Canada, we have the unique opportunity to provide national and international services to the commercial real estate, hospitality, construction, institutions and the arts, government, houses of worship, colleges and universities, and residential markets.