

Inside Sales Representative

Do you have a positive attitude? Are you a people-person? Do you enjoy sales? This Inside Sales Rep (ISR) opportunity is for you! You will have the chance to become the face of the store and the person customers rely on when they stop in. Friendly customer service is key. Our customers can buy a 2x4 anywhere – they come to *us* because of the customer service.

Our Story

Carter Lumber was founded in 1932 by W.E. Carter. For 90 years, we have strengthened our company by staying true to our values, which include honesty, hard work, and putting people first. What started as a single lumberyard in Akron, Ohio, is represented today by seven brands servicing professional builders and homeowners across thirteen states with more than 160 locations. Despite our growth, we are still a family-owned company. Our core values and our people-first culture remain the same.

Description

When a customer walks in the store, you will be there to assist them. You will share product information, give advice on their project needs, produce estimates for packages/projects and process transactions. You will also follow up on online customer quotes, cold call to qualify new leads, support the Outside Sales Reps as needed, and assist in inventory control by conducting cycle counts and resolving overages/shortages.

Each ISR completes training to learn our products, our POS System, and how to fill out paperwork. Salary + commission! Our commission is structured so that there is no limit to your compensation.

Requirements

- Experience working in sales or customer service
- Friendly, outgoing personality
- Effective communication skills
- Familiarity with building materials is helpful, but not required
- Ability to be a team player
- Ability to ensure sales and profit goals are met

Benefits (full-time employees)

- Health, Dental, Vision (Single and Family Plans) available after 30 days of employment
- Short and Long-Term Disability
- Company-paid life insurance and AD&D
- Optional supplemental life insurance
- Company-match 401(k)
- Vacation time and paid holidays
- Vendor incentives
- Room for growth; we promote from within!