The Johns Manville, Roofing team is looking to hire a Sales Representative to join our team. This position will be based out of your home office, within the Oklahoma territory. If you are passionate about working with people, you have a will to sell, a desire for success and working with others comes naturally, let us know and apply today. This position will challenge you daily all the while you are contributing to the bottom line.

**Your Day-to-Day**

As the Sales Rep you will sell commercial roofing products and systems to generate new business and grow profitability within your territory. You will call on roofing contractors, specifiers, distributors, and building owners. If you are passionate about sales, working with people, and providing amazing customer service this may be the job for you!

You will have the support and resources of the team but the position will also work independently as you are a remote employee. Time management and organization will be key. Travel within your territory will be required and includes a lot driving and overnight trips. Occasional travel to Denver or other locations will also be required.

**What You Bring to the Team**

* Bachelor's degree or 8 years of professional experience in lieu of a degree plus the requirements below
* 2 or more years of experience in a customer facing role or sales experience
* Experience building rapport and developing strong customer relationships
* Microsoft Office (Word, Excel, PowerPoint, Outlook)
* Valid driver's license and the ability to drive automobiles for extended periods of time
* Ability to climb stairs/ladders, be exposed to environmental conditions such as hot and cold temperatures, be exposed to high noise levels, exposure to mechanical parts as well as dust/fumes/mist/gas and ability to walk extensively and ok with heights
* Ability to lift, carry, push or pull up to and including 25 lbs
* Ability to travel up to 10%

**Preferred Experience**

* 2-5 years of experience in a customer facing role
* Experience with consultative and solutions selling
* Experience in low slope commercial roofing or in the construction industry
* Experience calling on architects and specifiers
* Ability to communicate with a variety of people and across all levels of an organization
* Negotiation skills (contracts, pricing, etc)
* Strong business acumen

**Benefits**

Johns Manville (JM) offers a wide range of benefits to employees. Some are subsidized by the company and others are fully employee-paid. Health benefits include a choice of comprehensive medical plans, a dental plan, vision plan, wellness program and critical illness insurance. JM sponsors a 401(k) plan which includes a sizeable company match. JM offers paid vacation and also provides paid sick and parental leave for eligible employees.

Additionally, Johns Manville provides basic life Insurance, short-term and long-term disability coverage, an employee assistance program, and business travel accident coverage. Supplemental life insurance and accidental death and dismemberment insurance are available as well. The company also offers a variety of tax saving accounts; health spending account, traditional flexible spending account, and a dependent care spending account. JM also offers a tuition reimbursement program for undergraduate and certain graduate programs.

**Why Johns Manville**

Johns Manville is a proud member of the Berkshire Hathaway family of companies, serving customers in more than 80 countries, supplying innovative products to the construction, aerospace, automotive, filtration and energy industries. With a more than 160-year legacy, we understand that our story continues to grow only with the right people saying, thinking and doing the right things. Make your story our story.

Johns Manville believes diversity and inclusion in our workplace is critical for the long-term success of our company. We are committed to retaining, developing and attracting a diverse workforce that fosters an inclusive work environment in which all employees are treated with dignity and respect. This is the right thing to do for our employees, our company and our communities.

**Hear Our Employee Stories**Include a sentence directing applicants to watch a relevant employee story. You can find a playlist of employee story videos to choose from [**here**](https://www.youtube.com/playlist?list=PLi-CClcjB6ZDBC-omua5atgAfWLdmMrzV). (e.g. "To learn more about how you can turn a JM internship into a career that you love, watch Cassie's story [**here**](https://www.youtube-nocookie.com/embed/Q7jqRf07PUc?rel=0&&showinfo=0).")

**Learn more at**[**www.jm.com/careers**](http://www.jm.com/careers)**and on**[**LinkedIn**](http://www.linkedin.com/company/johns-manville)**,**[**Facebook**](https://www.facebook.com/JohnsManville)**and**[**Twitter**](https://twitter.com/JM_Jobs)**.**