

## Inside Sales

Department: Sales  
Reports to: National Sales Manager  
Location: El Paso, TX  
Experience: 3 to 5 years  
Job Type: Full Time Employee (non-exempt)  
Education: Min. High school diploma

Tournesol Siteworks is a national manufacturer of landscape products for green buildings based in the San Francisco Bay Area. We're currently searching for an Inside Salesperson as a member of our Sales group. We can promise you an interesting opportunity at the forefront of the Green Building market, a great place to work with a growing company, good benefits, and an interesting client base working on environmentally-conscious construction projects nationally. Because we're a tight-knit group, you need to be a team player to succeed here.

The inside salesperson works closely as a team with our outside sales representatives, and supports our customers, distributors, and partners over the phone. You'll spend time talking with architects, landscape architects and designers to help get our products used in construction projects nationwide. You'll be reading blueprints and generating quotes on projects large and small. You won't be cold-calling or have unrealistic sales targets.

Your responsibilities will include:

- Supporting specifiers with technical information
- Suggesting appropriate product solutions
- Identifying best opportunities for outside sales representatives
- Creating estimates and projects
- Revenue responsibility & follow-up for medium-size projects
- Develop relationships with distributors, partners, and frequent customers
- Extensive use of Salesforce CRM system

Your qualifications

- A few years of experience in customer service or sales
- Knowledge of the construction or design industry, while not necessary, is preferred
- A real desire to learn and understand our market
- Great interpersonal, communication and phone/email skills, as well as a passion for helping customers
- Good organizational skills – we work on many projects & orders at the same time, you'll be expected to keep them all moving forward
- You should enjoy a small-business environment where your performance makes a difference every day
- You'll need to be self-directed, and be able to make decisions without continuous supervision.

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed above are representative of the knowledge, skill and/or ability required. You should have sufficient education, training and/or work experience to demonstrate possession of these skills. This would typically mean a minimum of three or more years' previous experience in an outside sales environment.

Most importantly, we're looking for individuals who are organized, thorough, and think for themselves in the workplace. You'll be working on many projects, and will be expected to keep them all moving forward. You'll need to be comfortable working on a computer and in a manufacturing environment. You should enjoy a small-business environment where your performance makes a difference every day. You'll need to be self-directed, and be able to make decisions without continuous supervision.



**Physical demands**

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions, unless accommodation would cause undue hardship to the business. While performing the duties of this job, the employee is regularly required to:

Occasionally – Activity or condition exists 1/3 of the time

Frequency	Physical Demands																	
	Lift/Carry				Push/Pull				Bend									
	< 10 lbs	11-20 lbs	26-40 lbs	41-100 lbs	< 12 lbs	13-25 lbs	26-40 lbs	41-100 lbs	Squat/kneel	Sit	Walk	Stand	Climb	Crawl	Reach above shoulder	Handling / Fingering	Twist/Turn	Keyboard
Occasionally	X														x	X	X	
Frequently											X	X						
Constantly										x								x

Frequently – Activity or condition exists from 1/3 to 2/3 of the time

Constantly – Activity or condition exists 2/3 or more of the time

“Frequently” or “Constantly” are ESSENTIAL elements, or demands occurring in the job since they exist, in general, more than half of the time. Physical demands which are designated “Occasional” may be considered essential depending on other conditions.

You’ll be well rewarded with an hourly salary depending upon your experience, vacation, full healthcare, 401k, and other attractive benefits upon completion of the requisite period of employment. We take good care of our people, and folks that fit within the group and perform tend to stay for a long time. You can check us out at [www.tournesolsiteworks.com](http://www.tournesolsiteworks.com). If you are interested, please send a MS Word or PDF copy of your resume and salary history to [jobs@tournesolsiteworks.com](mailto:jobs@tournesolsiteworks.com). Please do not send in more than one; we receive many responses. We’ll do our best to respond within 3-5 business days for those candidates considered for the position. After a short preliminary telephone interview, you may be scheduled for an in-person interview. We apologize in advance if we are unable to respond to all submissions.