

EXTERIOR SALES CONSULTANT

High-Value Residential & Commercial Projects

WHO THIS ROLE IS FOR

This role is designed for a driven, outgoing sales professional who thrives on momentum, influence, and ownership. You enjoy meeting new people, shaping solutions, closing deals, and keeping projects moving forward — not getting stuck in repetitive admin or rigid processes.

You're confident, decisive, and comfortable operating in a fast-moving environment where priorities shift and results matter.

WHAT YOU'LL DO

- Own the **sales process** from first consultation to signed contract
- Meet with homeowners and commercial clients to assess needs, develop scope, and recommend exterior solutions
- Present compelling options across roofing, siding, windows, doors, gutters, and related exterior products
- Drive revenue by consistently meeting or exceeding sales targets
- Build strong referral relationships with trade partners, vendors, and industry contacts
- Collaborate with a **dedicated Project Coordinator** to keep projects on track from contract through completion
- Maintain momentum during construction by guiding change orders and client decisions
- Represent Custom One Exteriors with confidence, professionalism, and optimism

You focus on vision, relationships, and results — with operational support behind you.

WHAT SUCCESS LOOKS LIKE

- Strong close rates on mid- to high-value exterior projects
- Clients feel confident, informed, and excited about their decisions
- Projects move forward smoothly with minimal friction
- You proactively identify new opportunities, partnerships, and improvements
- You maintain energy and effectiveness in a high-interaction, fast-paced environment

WHAT WE'RE LOOKING FOR

- Proven experience in **upper-end sales** (exterior, construction, or related industries preferred)
- Confident, persuasive communicator who enjoys influencing decisions
- Comfortable juggling multiple projects and shifting priorities
- Experience or working knowledge of exterior products (or strong willingness to learn quickly)
- CRM experience (Salesforce or similar preferred)
- Flexible availability, including occasional evenings or weekends
- Trade school or undergraduate education preferred



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WHAT THIS ROLE IS NOT

- Not a purely administrative or paperwork-heavy position
- Not highly scripted or micromanaged
- Not ideal for someone who prefers routine, predictability, or back-office work

WHY YOU'LL LOVE IT HERE

- High autonomy with leadership support
- Strong operational and project coordination backup
- Opportunity to influence outcomes and drive growth
- People-focused, high-energy environment with visible impact

ABOUT CUSTOM ONE

At Custom One, we believe great homes are built by great people. For more than 40 years, we've been putting the custom back in custom—delivering distinctive homes, renovations, and outdoor spaces rooted in craftsmanship, integrity, and innovation.

What sets us apart is simple: we embrace challenges. Our team is passionate about solving complex design and construction problems and guiding clients through every step of their journey—from first concept to final detail. We take ownership of the process, shoulder the stress, and protect our clients' investments with transparency and care.

With integrated divisions in custom homes, renovations, exteriors, and landscaping—and a deep commitment to community through Custom One Charities—we offer more than a job. We offer a place to grow, lead, and help create meaningful spaces where life's best moments happen.