

## **JELD-WEN Windows & Doors Regional Sales Representative**

The Regional Sales Representative offers a chance to become an expert on JELD-WEN products and best practices in our Home Center Group through retail channels such as The Home Depot, Lowe's, and Menards. You'll play a critical role in maintaining JELD-WEN quality standards and ensure that JELD-WEN products are properly merchandised and store personnel are well trained.

You will be responsible for developing relationships at the store level including sales, operations management, merchandising, and customer service.

Key aspects of this position include:

- Be the "expert" JELD-WEN person that the customers and sales associates can depend upon for answers concerning our products, services, how our products are used and installed in the field, and problem-solving.
- Work with JELD-WEN manufacturing and distribution channels to insure flawless performance and prompt handling of all problems.
- Physically assist in lifting doors and windows to ensure that stores maximize point of purchase displays and look 100% prepared to sell our products.
- Work in a store at least one Saturday per month and other times during high traffic periods.
- Will require frequent auto travel with approximately two weekly overnight stays in most areas.

### **Highlights of the RSR Training Program**

Two Key Components: the Apprenticeship Program and JELD-WEN Millwork University

#### **Apprenticeship Program**

In the Apprenticeship Program, you'll quickly build a sound understanding of many of JELD-WEN's key products and the processes that are used to manufacture them. Using a combination of in-depth plant visits and Home Center store ride-alongs, you'll develop the foundation you need to excel at Millwork University-and to serve your customers in the future.

#### **JELD-WEN Millwork University, Austell, GA and Portland, OR**

You will attend six weeks of classes over a twelve-week period (alternating one week in classes, one week back in your territory).

Examples of what you will learn:

- Product knowledge

- Presentation skills
- Manufacturing of windows and doors
- Displays and signage
- Information to train store personnel
- Training on how to read a blueprint

At JELD-WEN, we want to provide our future leaders with the support and experience to shine and exceed expectations. You will also be a part of the 18-month Management Development Program. You'll have the chance to travel to the JELD-WEN headquarters in Oregon to participate in the Beginnings Program. This four-day management orientation is conducted by JELD-WEN's officers and will provide you with insights into key strategies, philosophies and policies. You'll also learn valuable knowledge and skills that will get your management career off to a successful start.

## Compensation

- **\$37,000 - 41,000**
- **\$1000 increase at 6 months**
- **\$1500 increase at 12 months**
- **\$2000 increase at 18 months**  
**\$4500**
- **Annual Bonus Plan**
- **Traditional Benefit Package**

You will work out of your home and be provided with a home office which include some of the following:

**Car Allowance**

**Laptop**

**Internet Service**

**Blackberry/Wireless Phone Service**

**Copier/Fax**