

Tuttle – a Dant Clayton Division

Position: Commercial/Architectural Railing Sales Manager

Tuttle Railings, an industry leader in architectural and mechanical handrailing since 1955, is seeking a **Commercial/Architectural Railing Sales Manager** who has proven experience in the construction, architecture, and/or fabricated metals industry. This role will be responsible for developing and deepening relationships with architects, owners, engineers, contractors, and end-users while coordinating internally with Design, Estimating and Project Management in order to drive new business with competitive pricing, innovative design development, accurate planning and successful turn-key execution.

Duties & Responsibilities

- Identify, qualify, follow-up on and close leads to develop and maintain a healthy pipeline of prospective opportunities
- Effectively manage an extended sales cycle with multiple players, with superb ability to follow through
- Provide a relationship-based, technically driven, consultative sales approach working directly with architects, owners, engineers, contractors, and end-users to position Tuttle railing solutions as the basis of design
- Evaluate customer needs, understand construction processes, and market drivers to ensure creative product/solution delivery and pricing
- Assist customers during specification and drawing phase, providing design assistance as it relates to the development of the project documents
- Manage sales process from lead identification through budgeting, design development, negotiation, and project award
- Lead coordination with Design, Estimating, Operations, Project Management, etc. to pull together the required resources to successfully design, bid, fabricate, and install a successful, profitable project
- Maintain a satisfied customer base for future business opportunities and references

Skills & Experience:

- 5-7+ years of Sales experience in construction, architecturally specified products or building materials field
- Strong, experience-based understanding of and proven track-record working with architectural, engineering, design, construction, and/or fabricated metals communities
- Bachelor's degree in Engineering/Construction Management/Architecture or other applicable field
- Master's Degree, MBA or Advanced degree preferred
- Strong working knowledge of construction "best practices", including contracting procedures, engineering, and general business methods
- Ability to work in a collaborative, entrepreneurial environment and engage team members throughout the organization – Design, Estimating, Manufacturing - to accomplish a common goal
- Ability to clearly communicate project expectations to clients, contractors, and internal customers
- Diverse experience in the construction field in the areas of project management, estimating, engineering, etc. a plus

Application:

- Please email your cover letter, resume and portfolio to charwood@tuttlerailings.com.