



## Strategic Account Manager

CEDUR is an industry leading polyurethane roofing material manufacturer looking for a talented individual to join our team. Being an INC 500 fastest growing company in 2022, CEDUR is embarking on a journey to double the size of our company in the next 3-5 years and is looking for a strategic account manager to join our team.

### Job Duties

- Create and cultivate meaningful relationships with key customers in your region
- Find and develop new customers through research and data driven selling
- Manage a sales pipeline for your region through effective use of a CRM system
- Manage a sales pipeline of leads, opportunities, qualified accounts, and contacts
- Work with the CEDUR marketing department to develop a targeted approach to increase your customer base
- Build out a network of CEDUR customers through effective communication with Builders, Architects, Distributors, and Contractors
- Follow up with inbound CEDUR generated leads, take them through the sales process, and connect the customers with the appropriate partners to sell CEDUR products
- Process customer orders, manage your regions order file, and effectively communicate order dates, timelines, and issues with your customers
- Be an effective resource for your customers, answer questions regarding technical installation details, product knowledge selling points, and effective training on a top-down selling approach
- Work with the CEDUR team to effectively get samples and marketing materials into potential customers hands
- Meet annual sales and revenue targets through effective pipeline management and lead generation

### Top Characteristics

- Analytical Skills and attention to detail
- Experience in both cold and warm selling
- Experience with a leading CRM (Salesforce, Microsoft Dynamics, Etc.)
- Ability to negotiate in difficult situations
- Passion for serving your customers

### Requirements

- Minimum 3+ years of sales experience with sales cycles of 2-4 months
- Experience with all Microsoft office applications
- Experience with a leading CRM
- Bachelors degree preferred

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#### Position Benefits

- Base Salary + Commission between 65K and 85K
- Medical, Dental, and Vision
- 401K
- Flexible schedule with 4- or 5-day work week possibilities
- Occasional remote work opportunities

#### Company History

CEDUR was invented in 1997 and has been a Colorado company since 2015 when it was acquired by a large local investor. CEDUR continues to be an industry leader in the synthetic shake market with its high-performance polyurethane technology. CEDUR has continually had sales growth every year since 2015 and has increased its footprint to sales in all 50 states and 6 other countries. With a product that was designed to provide the best long-term value for property owners CEDUR is targeted to double in size in the next 3-5 years. With the original goal of CEDUR – to make the best looking cedar shake that can stand up to all that nature has to offer – still to be true today, we look forward to our next phase of growth.