

# **Job Description: 475 High Performance Building Supply Building Materials Outside Sales: Vermont Product Consultant**



## **Summary**

475 is a rapidly growing Brooklyn-based company that imports, distributes, and advises on high-performance green building components throughout North America. 475 is focused on transforming the North American construction market toward low-energy, high-performance building design. The Product Consultant works with architects, engineers, builders, and project owners to optimize high performance solutions for energy-efficient buildings. The Product Consultant is motivated, ambitious, and confident about the opportunity to grow the use of high-performance building practices in their region, while enthusiastic about helping 475 grow our company, brand, and influence.

## **Responsibilities**

- Build and nurture relationships in assigned territory in order to establish reputability as a source of expert advice and tangible solutions to high performance building challenges.
- Diligently reach out to existing and new accounts to help architects specify appropriate solutions, and to build new business.
- Provide local technical support to building professionals, through activities including office and job site visits, in-depth trainings, etc.
- Manage sales cycle including: lead generation, identification of new opportunities, estimate creation, closing sales, and project follow-up/site support.
- Make regular office presentations to architects regarding various aspects of high-performance construction: airtightness, moisture control, insulation, daylighting, etc.
- Actively engage with local trade associations and other networking groups.
- Represent 475 at regional trade shows, as required.
- Identify opportunities for growth in your region.

## **Desired Qualities**

- Experience with high performance building practices.
- An understanding of Passive House design.
- Strong interest in building science and building details.
- Familiarity with regional architecture and engineering firms, local lumber yards, local high performance builders.
- Excellent communication skills, in person, over phone, and by email.
- Proactive with a strong work ethic.
- Ability to work well both independently and as a member of a team.
- Experience in sales and/or customer relations.

## **Background**

- Architect, engineer, high-performance builder, building scientist, sustainable construction consultant, or building material sales professional.

Training, 401k and health insurance benefits offered. Annual compensation \$60,000-\$100,000 dependent on experience and commissions earned. The position is remote. Send résumé and cover letter to [aaron@foursevenfive.com](mailto:aaron@foursevenfive.com); subject: "Outside Sales - Vermont Region Product Consultant".