



# EICKHOF®

## SALES PROFESSIONAL

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### ABOUT EICKHOF

Eickhof Columbaria ([www.eickhofcolumbaria.com](http://www.eickhofcolumbaria.com)) is a fast growing manufacturing and design company based in Minnesota, with offices in Crookston and Minneapolis. The company installs memorial projects (columbaria) all over the United States and abroad, with a strong focus on quality, craftsmanship, customer service, engineering, and design.

### POSITION SUMMARY

As a Sales Professional, you will work with potential customers from initial inquiry to official order by using all available marketing resources to educate the potential customer about Eickhof and columbaria in general. You will work closely with the Sales Manager, Sales Assistant, Creative Director, and the Estimator/ Drafting Department.

### REQUIRED QUALIFICATIONS

- College Degree
- 1-5 years experience in sales, marketing, fundraising, or similar field
- Computer literate
- Ability to read a tape measure
- Exceptionally organized

### PREFERRED QUALIFICATIONS

- Liberal Arts Degree
- Design, architecture, or construction experience/ background

### KEY RESPONSIBILITIES

- Learn extensively about Eickhof's and competitors' products
- Become proficient in our CRM program, Maximizer
- Represent the Eickhof brand to potential customers
- Use all available resources to communicate with customers
- Follow up with customer queries
- Meet monthly sales goals
- Meet with customers at their location and the Eickhof facility, travel required
- Work in an office setting and remotely while on the road
- Attend weekly Sales Team meetings

To apply email resume and cover letter (specific to this position at Eickhof) in PDF format to [stephen@eickhofcolumbaria.com](mailto:stephen@eickhofcolumbaria.com).

### EICKHOF COLUMBARIA

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