

Outside Sales Representative – Toledo Door and Window

Location: Toledo, OH

Position Type: Full-Time

Compensation: Base Pay + Unlimited Commission Potential

Schedule: Flexible (5–6 days per week, rotating showroom + Saturday morning shifts)

About Us

Toledo Door and Window is a well-established leader in home improvement solutions, known for exceptional products, expert installation, and excellent customer service. We are looking for a personable, motivated Outside Sales Representative to join our team and help homeowners find the perfect solutions for their window, door, and home improvement needs.

Position Overview

This is an **Outside Sales / In-Home Sales** role with a focus on building relationships and guiding customers through project decisions—**not a high-pressure sales environment**. You'll meet with warm, pre-qualified leads (no cold calling) and help customers choose products that fit their home improvement goals.

You will also participate in **rotating showroom responsibilities**, assisting walk-in customers and handling light in-store sales duties.

What We Offer

- **Base pay plus unlimited commission potential**
 - **Paid training** (base pay during training period)
 - **Warm leads provided—no cold calling**
 - **Flexible schedule**, typically 5–6 days per week
 - **Use of a company vehicle** for sales appointments
 - *Valid driver's license and background check required*
 - **Rotating showroom and Saturday morning responsibilities**
 - Supportive, team-oriented environment
 - Opportunities for long-term career growth
 - Benefits Include: Health Insurance, 401K, PTO
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Key Responsibilities

- Conduct in-home consultations with customers to understand their needs and recommend solutions
 - Follow up with warm leads generated through marketing, showroom traffic, and customer inquiries
 - Provide excellent customer service and maintain positive relationships
 - Prepare sales quotes and proposals using our established pricing tools
 - Assist customers in the showroom during assigned weekly rotations
 - Use company-provided technology, including:
 - Our POS system (training provided)
 - Email and basic computer programs
 - Various iPad applications used during home consultations
 - Maintain professional appearance and representation of the Toledo Door and Window brand
 - Drive company vehicle to appointments (training and safety requirements apply)
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Qualifications

Required:

- Strong interpersonal and communication skills
- Reliable, professional, and self-motivated
- Comfortable using computers, email programs, and iPad apps
- Valid driver's license with the ability to pass a background check

Preferred:

- Previous sales experience (not required)
 - Home improvement or construction knowledge helpful, but **not required**—we provide full training
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Why You'll Love This Role

- You're not stuck behind a desk—every day is different
- You're supported with **warm leads**, not forced into cold calling
- You'll build a rewarding career with **unlimited income potential**
- You get to help homeowners make meaningful improvements to their homes
- You'll be part of a trusted local company with decades of proven success