



**CORPORATE HEADQUARTERS**

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**Position:**                   **Sales Trainee**

***Summary of  
Position:***

As a Sales Trainee; your opportunities with BMC are unlimited. Our approximately 12 month training program prepares participants for a successful career at BMC by giving them the time and resources to learn about our company, our products and the way we conduct business. With the guidance and support from mentors and coaches, our training program provides you with opportunities to participate in continuous formalized and hands-on-training; giving you the confidence and competence to excel. This training will give you knowledge and insight into:

- Sales Training, Techniques and Strategies
- Product Knowledge
- Tools of Negotiation
- Field Operations Training
- Financial Boot Camp
- Time Management

This is an excellent opportunity for motivated individuals with a great attitude who are looking to jump-start their careers. As a Sales Trainee, you will rotate through different parts of the company gaining industry knowledge and engaging in building relationships with customers and clients. After the training period is complete you will transition into a Sales function and continue to build your sales career at BMC.

***Major  
Responsibilities:***

What you will need to be successful:

- Drive, determination and a winning attitude.
- Demonstrated exceptional customer service or sales experience.
- A healthy sense of competition coupled with an entrepreneurial spirit.
- Adept business and financial acumen.

***Minimum  
Qualifications:***

1. Associate's or Bachelor's Degree
2. Background in Customer Service, Sales, Marketing and/or Building Materials knowledge is a plus.