



Territory Sales Manager – Pacific Northwest

Updated: 9/15/26

Department: Sales

Reports To: VP of Sales & Marketing

Location: Remote – Travel within the Pacific Northwest (Preferred Home Base in Seattle, Washington / Portland, Oregon)

Employment Status: Full-time / Exempt

Company Overview & Culture

Sunset Stone, LLC. is a leading manufacturer of concrete products based in Castle Rock, Colorado. As a leader in the industry, Sunset Stone specializes in providing high-quality, lightweight stone veneers for residential and commercial projects throughout the United States. While Sunset Stone is located in Colorado, this position will be based in the Washington / Oregon area to oversee the Pacific Northwest sales area. We are a dynamic and growing company committed to providing exceptional service to our customers. We value integrity, teamwork, and a positive attitude. Join our team and become part of a company where your contributions are recognized and rewarded.

Position Summary

This position is responsible for growing sales across the Pacific Northwest, with a territory spanning Washington, Oregon, Idaho, and Montana. We're looking for a road warrior who enjoys getting out to see customers, building relationships face to face, and finding new opportunities throughout the region.

As a Territory Sales Manager, you'll spend much of your time visiting distribution partners, contractors, builders, architects, and designers. You'll strengthen existing relationships, introduce our products through demonstrations and training, and grow sales across regional, national, custom, and multifamily builder segments. If you're energized by being in the field and helping customers bring their projects to life, we'd love to meet you.

Key Responsibilities

- Develop a strategy to expand and achieve sales goals for the specified region
- Collaborate with architects, designers, and builders to secure product specifications
- Set and host training courses with Distribution, Architects, General Contractors, Masons
- Work with distribution partner to create demand, track projects, and pull through sales
- Establish and maintain positive customer relations
- Participate in local building, architectural, and stone-associated trade associations.
- Complete required sales reports and forecasts on time
- Utilize CRM to manage the company customer database

- Ensure distribution channel has ample support, training, marketing collateral, up-to-date displays, etc.

Required Qualifications

- Sales, Negotiation, and Customer Relationship Management skills
- Experience in driving sales through distribution channels
- Product Knowledge and Demonstrations experience
- Self-motivated with ability to work independently to meet sales targets
- Excellent communication and interpersonal skills
- Experienced in presenting a CEU program to the architectural community
- Proficiency with Microsoft programs; Word, Excel, PowerPoint

Preferred Qualifications

- Bachelor's degree preferred
- 2-5 years of experience
- Knowledge of the construction industry
- Experience with CRM software

Work Environment & Physical Requirements

- Lift and transport items up to 50 pounds
- Must be available and willing to travel throughout the assigned sales territory
- Complete repetitive movements such as typing
- Work around dust, chemicals, and various environmental conditions
- Wear all required PPE (Personal Protective Equipment): hard hat, steel-toed boots, safety glasses, vest

Compensation & Benefits

- The salary range for this position is \$90,000 - \$120,000, depending on experience and qualifications
- Biannual Bonus Program with a potential of 30% of base salary
- Auto Allowance
- Gas & travel reimbursement
- Health, Dental, Vision Insurance
- Paid Time Off, Sick Time & Holiday Time
- 401K Contribution Options (non-matching)

Application Instructions

To apply, please send your resume and cover letter to:

Kellie Lambert, *SHRM-CP*

HR Manager

klambert@sunsetstone.net

Equal Opportunity Statement

702 Prairie Hawk Drive ■ Castle Rock, Colorado 80109 ■ Tel: (303) 791-1233

www.sunsetstone.net

Sunset Stone is an Equal Opportunity Employer and is committed to providing equal employment opportunities to all employees and applicants for employment. Employment decisions are made without regard to race, color, religion, creed, sex, pregnancy, childbirth or related medical conditions, sexual orientation, gender identity or expression, marital or family status, national origin or ancestry, age, disability, genetic information, citizenship or immigration status, veteran or military status, or any other status protected by applicable federal, state, or local law, including applicable laws in Washington and Oregon.

Sunset Stone complies with all applicable federal, state, and local laws concerning nondiscrimination and equal employment opportunity. The Company is committed to providing reasonable accommodations to qualified individuals with disabilities and to individuals with sincerely held religious beliefs, as required by applicable law.

If you have a disability or require a reasonable accommodation during the application or interview process, please let us know.

Compensation will be disclosed in accordance with applicable federal, state, and local law. Where required by law, job postings will include the applicable wage or salary range and information regarding benefits and other compensation.

Applicants must be authorized to work in the United States without employer sponsorship, where permitted by applicable law.

Employment with Sunset Stone is at-will, where permitted by applicable law. This means that either the employee or the employer may terminate the employment relationship at any time, with or without notice, and for any lawful reason.

Candidates may be required to undergo a background check as part of the hiring process, subject to applicable federal, state, and local laws.

By submitting your application, you consent to Sunset Stone collecting, storing, and processing your personal information as part of the recruitment process. We respect your privacy and will handle applicant information in accordance with applicable privacy laws.

In accordance with company policy and applicable law, Sunset Stone is committed to maintaining a drug- and alcohol-free workplace.