



Cabinet Lead at Mentor Lumber & Supply Co.

Locations: Mentor & Chardon

Industry: Lumber & Building Materials, Cabinet Sales

Status: Full-Time | Exempt

About Mentor Lumber

For over 100 years, Mentor Lumber & Supply Co. has been the trusted partner in Northeast Ohio's building community. We're more than just a lumber yard; we are a team of professionals dedicated to delivering top-notch customer service, quality products, and operational excellence. We're looking for an **"Exceptional" Cabinet Lead** to join our team and lead us into an exciting future. If you're passionate about driving sales, developing teams, and building lasting relationships, this is your chance to make a significant impact in a thriving industry!

What You'll Do:

As the Cabinet Lead, you'll be at the forefront of driving growth and performance within our cabinetry division. You'll work closely with your team, combining expert product knowledge with hands-on leadership to deliver exceptional customer experiences and cabinetry solutions. By developing effective sales strategies and fostering strong customer relationships, you'll ensure that our clients find the perfect products to meet their needs. You'll also play a key role in shaping your team's success through coaching and mentoring, all while supporting the vision of becoming **"The Best Lumber Yard in Northeast Ohio."**

Key Responsibilities:

- **Lead Sales Initiatives:** Drive sales growth by developing and executing strategic sales plans for the cabinetry division, ensuring customers receive top-tier service and solutions that meet their needs. Training & coaching cabinet sales team members on proven best sales practices.
- **Product Expertise:** Serve as the go-to expert on cabinetry products, staying updated on industry trends and product innovations to provide informed guidance to customers and the team.
- **Customer Relationship Management:** Cultivate strong, long-lasting relationships with customers by providing personalized service and support that reflects our family-first values.

The Mentor Lumber and Supply Co.

7180 Center St. Mentor, OH 44060 440.255.8814

332 Center St. Chardon, OH 44024 440.285.2251

- **Team Leadership:** Mentor and support the sales team, promoting a collaborative environment where every team member can thrive and contribute to overall goals.
 - **Quality Assurance:** Ensure that our cabinetry solutions meet our high standards for quality and craftsmanship, aligning with our reputation for excellence.
 - **Process Improvement:** Identify and implement process improvements to streamline sales operations and enhance customer experience, contributing to the long-term success of the division.
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What We're Looking For:

- Proven experience in cabinetry sales, ideally within the home building, home improvement, & residential homeowner markets.
- Strong leadership abilities with a track record of team success and customer satisfaction.
- Excellent communication and interpersonal skills, with a customer-centric approach.
- Knowledge of 20/20 cabinetry design and installation, with the ability to discuss options, customizations, and solutions effectively.
- A commitment to our “family first” culture, fostering a positive environment both within the team and with our customers.
- Goal-oriented, self-motivated, and driven to exceed sales targets.

Education or Experience:

- A Bachelor's degree in Business, Sales, Marketing or related fields, or comparable experience.
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Why Mentor Lumber?

- **Competitive Compensation:** Attractive salary with performance-based bonuses to reward your hard work.
 - **Generous Benefits Package:** Health, dental, and vision insurance to keep you and your family healthy.
 - **401k and Profit Sharing**
 - **Vacation & Time Off:** Paid Vacation, Personal Days and Holiday Pay
 - **Career Growth:** Opportunities for professional development and advancement within a growing company.
 - **Collaborative Culture:** Be part of a tight-knit team where **Excellence, Teamwork, and Respect** are at the core of everything we do.
 - **Proud Legacy:** Work for a company with a century-long tradition of success, quality, and customer satisfaction.
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How to Apply:

Apply on LinkedIn, Glassdoor, Indeed or send your resume and application to Human Resources: hr@mentorlumber.com.