

JOB

DESCRIPTION

JOB TITLE: Sales Representative

LOCATION: Troy, MI or Hybrid if applicable

REPORTS TO: Director of Sales & Customer Support

ABOUT PORTABLE CHURCH INDUSTRIES

At PCI, we help churches launch and grow by providing innovative portable solutions. We're passionate about helping churches thrive — and we're looking for a Marketing Specialist who shares that passion and wants to make an impact.

ABOUT THE ROLE

As a Sales Representative, you will be the first point of contact for churches exploring how PCI can help them launch or expand. You'll build relationships, guide church leaders through our consultative sales process, present solutions, and close deals. You'll also stay connected with past clients, encouraging referrals and continued partnership. This role is ideal for a motivated, mission-minded sales professional who loves connecting with people and helping them succeed.

WHAT YOU'LL DO

- Identify and develop new leads through outreach, networking, and industry events.
- Build trusted relationships with church leaders, planting organizations, and consultants.
- Guide churches through consultations, proposals, and implementation planning.
- Collaborate with internal teams to ensure a smooth client experience.
- Represent PCI at conferences and trade shows (occasional travel required).
- Keep Salesforce updated with accurate client and prospect information.
- Additional responsibilities as assigned by supervisor.

WHAT WE'RE LOOKING FOR

- 2+ years of proven sales and account management, or business development (B2B preferred).
- Strong relationship-building, communication, and presentation skills.
- Organized, self-motivated, and able to manage multiple projects at once.
- Comfortable using CRM systems (Salesforce experience a plus).
- Passionate about serving churches and helping them achieve their mission.

PREFERRED QUALIFICATIONS

- Familiarity with CRM software (Salesforce, Wrike, etc.).
- Experience processing orders or working with inventory systems.
- Proficiency with Microsoft Office Suite or Google Workspace.
- Bonus points if you have knowledge of PCI's products or the portable church industry (or are eager to learn!).
- Church Employee experience a plus but not required.

WHY JOIN PCI?

- Be part of a purpose-driven company making a real difference.
- Work with a collaborative and supportive team.
- Opportunities to learn and grow in a supportive setting.
- Competitive pay and benefits package.
- The satisfaction of helping churches reach their communities every day.

SALARY RANGE

The expected compensation range for this position is \$65,000 to \$75,000, based on candidates, experience and training.