

Custom-Crete, a US Concrete Company

Job Description

Job Title: Volumetric Territory Sales Manager (513SM1)
Department: 50
FSLA Status: Exempt
Prepared Date: January 21, 2015

Job Summary

Responsible for sales and marketing of Custom-Crete services and products within the assigned territory or area. Sales Representatives are expected to use Value Propositioning sales technique to drive Custom-Crete's features and benefits that match the customers' needs. Reports to General Manager or Sales Manager for assigned territory.

Essential Duties and Responsibilities

- * Identifying and prospecting for new customers, developing relationships for continued business on existing customers, and maintaining positive relationships with contractors, suppliers, and engineers.
- * Responsible for meeting or exceeding customers' expectations for service on a daily basis in a professional and ethical manner. Heavily involved in the customer experience, to include job site visits.
- * Works closely with operations and support staff to provide customers with response to technical questions, mix designs, and specifications needs.
- * Analyze market trends and develop action plans to capitalize on shifts in the market. Sales Representatives also required to monitor pricing trends to ensure Custom-Crete remains competitive in assigned market.
- * Prepare and maintain sales activities using assigned CRM program. Developing and building the pipeline of business with assigned market.
- * Quotes pricing for projects, preparing sales contracts, and coordinating with Accounting Department for credit terms.
- * Participate in hands-on product training with the operations team, customers, or industry contacts.
- * Other duties and responsibilities related to the nature of the job may be assigned on a temporary or permanent basis, as needed to support the successful business operation.

Qualifications

Bachelor's Degree in a related field.
Minimum 3-5 years of related professional and value proposition selling experience.
Must have valid driver's license
Previous industry experience, a plus.

Excellent oral and written communication skills, including strong presentation capabilities.
Bilingual in Spanish preferred.
Mastery of computer skills, specifically MS Office software and CRM platforms.

Physical Environment

Frequent ability to sit, stand, and bend throughout shift.
Frequent ability to see, type, speak, and listen throughout shift.
Occasional ability to lift and carry 10-25 pounds.
Ability to work in outdoor construction environments, with moderate noise levels.

US Concrete is an affirmative action and equal opportunity employer.