

Job Description

Outside Sales Representative

Reporting: Reports directly to the Director of Sales

Purpose: The Outside Sales Representative is responsible for finding and attracting new customers, all while continuing to provide an excellent level of customer service for the current customers that you are assigned to in accordance with the Barnsco Texas values. You will be responsible for making recommendations on the concrete related products that will best suit the customer needs, submitting orders and ensuring a timely delivery or pick up. You must have the ability to communicate effectively and be able to address the customer's needs and concerns in a manner that is beneficial to Barnsco Texas.

Duties and Responsibilities:

- Possess knowledge of concrete products carried, their applications and process of use.
- Provide customers with product specifications as needed. "Consultative Selling".
- Possess knowledge of and display ability to answer technical questions regarding concrete construction materials.
- Prepare quotes on the sale or rental of supplies and equipment.
- Quickly obtain and confirm prices in operating systems. OSR's have internal support to assist in gathering data.
- Verifying product availability and status as needed.
- Develop "outside of the box" sales strategies for attracting more customers and for retention and growth of current customers.
- Submit requests to supporting ISR for customer account initialization and maintenance.
- Place outbound sales generation calls as designated by the Director of Sales.
- Perform other duties as required by Director of Sales.

Desired Skills and Experience: Minimum of three-five years of Outside Sales experience within the construction industry, in the North Texas market, preferred. Minimum of an Associates Degree. This position requires a self-motivated, goal-oriented person that can work independently. Must have strong organizational skills, good computer and general office skills. Experience with order-entry software would be valuable.

3-5 Years of Experience in Sales

Experience in the Construction Industry is highly preferred.

Desired skill also includes:

- Well organized and takes good notes
- Proficient in Microsoft Office Suite especially Excel, Outlook
- Previous experience in Biztrack, Alert Rental and SAP programs a bonus
- Communicates well with external / internal customers both on the phone and in person
- Willing to gain product knowledge daily
- Good with time management
- Problem solver for both internal and external customers

- Professional appearance in relation to being in the construction field.
- Bilingual – English/Spanish highly preferred
- Complete understanding of the sales cycle and ability to complete consistently
- Able to work well with administrative employees (AR / AP, Collections, Engineering, etc.)

Barnsco Texas has continually built and positively maintains an inclusive and supportive family culture within and between all of our locations across Texas. We appreciate our employees and everything that they do to contribute to reaching each goal, and we try to consistently display that appreciation and acceptance throughout the year. We work as a team to provide the best service and value to our internal and external customers every day, and we are looking to add more team members that will appreciate and benefit the culture we pride ourselves on.

Barnsco Texas is an Equal Opportunity Employer and does not discriminate against any employee or applicant based on race/color, religion, national origin, age, gender/sex, mental or physical disability, sexual orientation, or veteran or military status.