



Job Description

Position: 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 Core 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
- Present and promote all BarnSCO products and services to current and potential customers
- Perform other duties as required by Director of Sales

Required Education & Experience:

- 3-5 Years of experience in sales
- Experience in the construction Industry is highly preferred
- Well organized and takes good notes
- Proficient in Microsoft Office Suite especially Excel, Outlook
- Previous experience in BisTrack and Point of Rental systems (Preferred)
- 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 (Preferred)
- Complete understanding of the sales cycle and ability to complete consistently
- Able to work well with administrative employees (AR / AP, Collections, Engineering, etc.)

About Barnsco:

Barnsco Texas, a member of the Kodiak Building Partners family, has been serving the concrete construction markets in Texas since 1984. We are a Texas-based company that offers rebar fabrication, full service post-tension, concrete construction supplies, and engineering services. Additionally, we provide equipment sales, rentals, and maintenance services.

At Barnsco Texas, our core values are at the heart of everything we do. We provide a unique environment that encourages individual growth and recognizes individual performance and hard work. Our management team is visible and accessible, ensuring effective communication. If you are seeking growth opportunities in a stable company, look no further than Barnsco Texas.

Please note that this job description does not imply that the listed duties are the only responsibilities of the employee(s) in this position. Employees will be expected to follow any other job-related instructions and perform any additional job-related duties as assigned by authorized personnel.

Barnsco Texas is an equal opportunity employer. We consider all candidates for employment, regardless of their race, color, sex, age, national origin, creed, disability, marital status, sexual orientation, or political affiliation.