



WEBCO HR, Inc.

Let Experience be Your Guide

CONSTRUCTION SALES RELATIONSHIP MANAGER- HUNTINGTON BEACH, CALIFORNIA

WEBCO HR, Inc. is seeking a Construction Sales Relationship Manager for one of our clients located in Huntington Beach, California.

SUMMARY

As a Construction Sales Relationship Manager, you are a seasoned sales professional with a proven track record in construction sub-contractor bidding and closing, particularly within the multi-family and hospitality new construction sectors. You will be working with the best owners, developers, builders, general contractors and architects around to provide the industry's top products and services.

Relationship Managers generate, follow, and close bids through their extensive sales training, experience, and knowledge of the construction industries bidding, consulting, and closing practices and policies. They are product and process experts with the experience and ability to excel in construction contractor bid management and closing, based on product and service quality, not price. Follow up on open bids and prospect leads for new projects. The company currently pushes out 80 -100 quotes per month that need to be managed and closed.

RESPONSIBILITIES:

- Develop and manage competitive bids utilizing data from estimating, ensuring alignment with customer needs and project specifications.
- Oversee and update sales data within Zoho CRM and FishBowl while ensuring meticulous documentation by creating, updating, and managing customer records.
- Maintain proactive communication with customers, following up on inquiries and bids to advance sales opportunities.
- Collaborate with the sales team to prepare and refine proposals, presentations, and other sales documents.
- Schedule and facilitate sales meetings, customer site visits, and product demonstrations.
- Ensure meticulous documentation by creating, updating, and managing customer records.
- Drive bid follow-up processes to maximize conversion rates and secure new projects.
- Collaborate with the sales team to prepare and refine proposals, presentations, and other sales documents.
- Schedule and facilitate sales meetings, customer site visits, and product demonstrations.

- Ensure meticulous documentation by creating, updating, and managing customer records.
- Drive bid follow-up processes to maximize conversion rates and secure new projects.

REQUIREMENTS

- Minimum of 5 years' experience in construction sub-contractor sales, with a strong track record in bidding and closing sales.
- Demonstrated expertise in customer-centric sales methodologies, with relevant certifications or training.
- Proficient in MS Office Suite (Word, Excel, Outlook, Teams) and experienced in CRM and Order Management software.
- Superior written and verbal communication skills, with the ability to convey complex information clearly and persuasively.
- Exceptional time management, prioritization, and organizational skills.
- Strong attention to detail coupled with effective problem-solving abilities.
- Quick learner, capable of adapting to new products, processes, and market dynamics.

COMPENSATION:

Competitive hourly rate: \$24.00 - \$30.00, commensurate with experience.
Comprehensive benefits package including health insurance, paid vacation, sick, & holidays, with opportunities for professional development, education, and advancement.

THE COMPANY:

Our client is a growth oriented, privately held, family owned and operated, licensed specialty contractor, service, repair, and e-commerce firm located in Huntington Beach, California. They have been in business for over 80 years and are the leader of the chute industry in customer service and product quality. Products and services include all things related to rubbish and linen chutes. Rubbish compactors and recycling systems the company is multi-faceted, encompassing all areas related to permanent chutes. As a specialty contractor providing installed products to the new construction market. As a manufacturer providing complete chute and ancillary equipment nationally and internationally direct and through distributors. As a repair, service and parts company providing repairs, service (cleaning, maintenance & odor control) contracts and sales of e-Commerce parts worldwide.

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WEBCO HR, Inc. is an Equal Opportunity Employer

APPLY

