



WEBCO HR, Inc.

Let Experience be Your Guide

CONSTRUCTION SALES PROFESSIONAL- HUNTINGTON BEACH, CALIFORNIA

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

SUMMARY

PLEASE DO NOT APPLY FOR THIS POSITION IF YOU DO NOT HAVE CONSTRUCTION INDUSTRY SALES EXPERIENCE.

Must be a strong Closer from the Construction Industry. A person who is trained in and understands sales methods and can achieve a high level of closing percentages. The company currently pushes out 80 -100 quotes per month but follows up on only a handful of high dollar ones. The rest come in as they will, and they believe many more could be captured if they had a strong Sales Professional following up and closing these bids. Responsibilities range from finding jobs to bid through closing processes. They need someone that is hands on and understands construction trades.

RESPONSIBILITIES:

- Increase sales and profitability.
- Understand, determine, and be responsible for the financial impact of decisions, including growth rate and the capabilities of the company.
- Establish sales goals and the means of achieving those goals.
- Assist in defining budgets, adjust pricing methods, and revising processes of the sales team.
- Take ownership of your position.
- Manage all sales functions within your area of responsibility.
- Find potential customers & projects and get the company on the customers' approved bidders list.
- Manage and publish sales reports to management.
- Review all construction contracts to conform with quoted products and services before processing and forwarding for legal review and acceptance.
- Monitor and manage bid request list, ensuring they are completed on time.
- Follow-up on bids to close, including customer visits.
- Manage your personal sales performance and assist in the workload of others when needed.
- Ensure leads and tasks are completed correctly and in a timely manner. including quote follow-up and sales calls for quotes.

- Assist estimators with workload when needed.
- Work with the creation, issuance and tracking of Change Order Requests, coordinating with the Project Manager and other team members as needed.
- Respond to customer and company emails, voice messages and calls.
- Participate with full involvement, especially in negotiating and closing.
- Supporting and performing all processes and functions of the department as needed.

REQUIREMENTS

- Bachelor of Science Degree in Business Administration with a concentration in Sales and/or Marketing or related field.
- Extensive Construction industry bid closing in similar position is required.
- Strong sales and marketing skills.
- Must have the ability to develop and maintain deep product knowledge and capabilities required to succeed.
- Strong customer relationship building and closing skills.
- Strong lead generation skills.
- Ability to sell on value not price.
- Strong negotiation skills.
- Contract review, approval and change order management skills.
- Experience with repair and maintenance contracts.
- Performance based sales experience.
- Experience in Ecommerce and process driven sales environments.
- Experience with website updates, Live Chat and customer phone support.

COMPENSATION:

- \$70,000-\$80,000 (Negotiable)
- Commission
- Bonuses
- Benefits.

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.

WEBCO HR, Inc. is an Equal Opportunity Employer

APPLY