



WEBCO HR, Inc.

Let Experience be Your Guide

INSIDE SALES – 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.

We are seeking dynamic Sales Professionals that have experience together with a proven track record of success with construction bidding and closing within the multi-family and hospitality new construction markets. These individuals will be working with the region and industries top owners, developers, builders, and general contractors. Successful negotiation and relationship building with existing and new customers. which may include visiting and meeting with the customer in the field. Construction bidding experience is required.

Must have the ability to excel in construction contractor bid management and closing based on selling 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 followed up on.

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. Responsibilities range from finding jobs to bid through the closing processes. We need someone that is hands on and understands construction trades. The Key to success is becoming a product & process expert.

RESPONSIBILITIES:

- 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.
- 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.
- 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, Marketing or related field.
- Extensive Construction industry bid closing in similar position is required.
- Strong Construction industry bid management skills.
- 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 & BENEFITS:

- Competitive salary range: \$70,000 to \$80,000 annually, based on experience.
- Comprehensive benefits package including health insurance, paid vacation, sick days, holidays, and opportunities for professional development and education.

THE COMPANY:

Our client has been a leader in the waste and linen chutes industry for 90 years. Operating under several DBAs, including Chutes, Compactors, Recycling Systems, e-commerce parts and repair services. They pride themselves on quality, innovation, and exceptional customer service. They have provided a continuous evolution in business and industry-leading design, engineering,

manufacturing, installation, and consulting. They are the nation's largest firm and the market's preferred supplier and contractor of all things linen and waste chutes, waste compactors, and related equipment.

WEBCO HR, Inc. is an Equal Opportunity Employer

APPLY