



*** JOB OPENING ***
3825 S. Mount Zion Road
Decatur, IL 62521

OUTSIDE SALES REPRESENTATIVE - DOWNSTATE ILLINOIS
(BASED IN DECATUR, IL)

Since 2009, Midwest Construction Materials has supplied concrete construction materials and fabricated rebar from two locations in the Midwest region. We are seeking a motivated and professional **Outside Sales Representative** to expand our footprint across Downstate Illinois from our Decatur, IL location. This role is responsible for developing new business, maintaining strong customer relationships, and supporting overall company growth.

This is a salaried position (pay based on experience level) designed to promote collaboration, long-term partnerships, and shared success rather than internal competition. The ideal candidate brings at least two years of experience in fabricated rebar, concrete construction materials, or a related construction industry environment and values relationship-building as much as performance.

Visit our website at www.MidwestConstructionMaterials.com to learn more about our company and to fill out an application. Midwest Construction Materials participates in E-Verify and will provide the federal government with your Form I-9 information to confirm authorization to work in the United States. **To apply, please submit an application, cover letter, and resume to Nick Mendenall at nmendenall@midconmat.com.**

What We Offer

- Paid Holidays and Vacation
- Insurance: Medical, Dental, Vision, Short-Term Disability, Long-Term Disability, and Life
- Retirement Savings Plan
- Stable, long-term career opportunity in an essential industry

Key Responsibilities

- Develop and grow the Downstate Illinois territory through cold calls, networking, lead follow-up, and frequent job site visits
- Build and maintain strong relationships with contractors, project managers, etc.
- Prepare and present bids, proposals, and product information
- Review construction plans and specifications to support accurate quoting
- Collaborate with estimating, production, and operations teams to ensure timely delivery and service
- Monitor local market activity and identify new project opportunities
- Resolve customer concerns and assist with accounts receivable collection
- Represent the company professionally on job sites and at industry meetings

Qualifications

- Minimum 2 years of outside sales experience in fabricated rebar, concrete construction materials, or related construction products with a strong understanding of construction processes and job site dynamics
- Ability to read construction plans and specifications
- Excellent communication and relationship-building skills
- Self-motivated, organized, and dependable
- Valid driver's license and willingness to travel within assigned territory
- Knowledge in Microsoft Outlook, Microsoft Word, & Microsoft Excel

DECATUR, IL
3825 S. Mount Zion Rd.
Decatur, IL 62521
Ph: 217.864.1278
Fax: 217.864.1285



STOUGHTON, WI
220 Business Park Circle
Stoughton, WI 53589
Ph: 608.205.6040

* Date of Hire: _____
office use only

APPLICATION FOR EMPLOYMENT

Company Name:	<u>Midwest Construction Materials</u>
Address:	<u>3825 S. Mount Zion Rd.</u>
City/State/Zip:	<u>Decatur, IL 62521</u>

* In compliance with Federal and State equal employment opportunity laws, qualified applicants are considered for all positions without regard to race, color, religion, sex, national origin, age, marital status, veteran status, non-job related disability, or any other protected group status.

- TO BE READ & SIGNED BY APPLICANT -

I certify that all facts contained in this application are true and complete to the best of my knowledge. If this application leads to employment, I understand that false or misleading information in my application or interview may result in my release.

I authorize investigation of all statements contained herein and the references and employers listed in the following pages to give you any and all information concerning my previous employment and any pertinent information they may have, personal or otherwise, and release the company from all liability for any damage that may result from utilization of such information. I also understand and agree that no representative of the company has any authority to enter into any agreement for employment for any specified period of time, or to make any agreement contrary to the foregoing, unless it is in writing and signed by an authorized company representative.

Print Full Name: _____

Signature: _____

Date: _____

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APPLICATION FOR EMPLOYMENT

* Date of Application: _____

APPLICANT INFORMATION

Name: _____
First Last Middle

Current Address:

Street Apartment/Unit # City State Zip Code

Cell Phone:

(____) _____

Home Phone:

(____) _____

Social Security No.:

Email Address:

JOB RELATED INFORMATION

Position Applied For:

Desired Salary:

Who Referred You?

*** Please answer all questions below ***

Date available to start? _____

Have you ever worked for this company before? Yes No Dates: From _____ to _____

Position: _____ Reason for Leaving: _____

Are you a citizen of the United States? Yes No If No, are you authorized to work in the U.S? Yes No

Have you ever been convicted of a felony? Yes No If Yes, please explain: _____
(A conviction is not necessarily a bar for employment)

EDUCATION

Circle Highest Grade Completed: 1 2 3 4 5 6 7 8 9 10 11 12 College: 0 1 2 3 4

Last School Attended: _____ When? _____
School Name City State Year to Year

MILITARY EXPERIENCE

Branch: _____ From: _____ to _____
Month / Year Month / Year

Rank at Discharge: _____

Type of Discharge: _____

If other than honorable, explain: _____

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EMPLOYMENT HISTORY

*** Begin with most recent position. Add another sheet as necessary ***

Employer Name: _____ From: _____ to _____
(most recent / current job) Month / Year Month / Year

Employer Address: _____
Street Suite/Unit # City State Zip

Phone: (____) _____ Supervisor/Manager: _____ Position Held: _____

Responsibilities/Duties: _____

Reason for Leaving: _____

May we contact your previous supervisor/manager for a reference? YES NO

Employer Name: _____ From: _____ to _____
Month / Year Month / Year

Employer Address: _____
Street Suite/Unit # City State Zip

Phone: (____) _____ Supervisor/Manager: _____ Position Held: _____

Responsibilities/Duties: _____

Reason for Leaving: _____

May we contact your previous supervisor/manager for a reference? YES NO

Employer Name: _____ From: _____ to _____
Month / Year Month / Year

Employer Address: _____
Street Suite/Unit # City State Zip

Phone: (____) _____ Supervisor/Manager: _____ Position Held: _____

Responsibilities/Duties: _____

Reason for Leaving: _____

May we contact your previous supervisor/manager for a reference? YES NO

SKILLS AND QUALIFICATIONS

*** Please summarize any special skills or qualifications ***

