



KNOW HOW. CAN DO. New South Construction Supply, LLC

Job Title:	Outside Sales	Location:	Multiple Location in NC
Department/Group:	Sales	Travel Required:	As Needed
Level/Salary Range:	Based on Experience	Position Type:	Full Time
HR Contact:	Cindy Metcalf	Date Posted:	11/26/19
Will Train Applicant(s):	Product Training	Posting Expires:	1/31/20
Applications Accepted By:		Equal Opportunity Employer	
Email: james.vogt@newsouthsupply.com RE: Job Applicant/ (Outside Sales)		E-mail resume and cover letter explaining career objectives, salary requirements, and references to: James Vogt, Director of Sales	
Job Description			
<u>ESSENTIAL DUTIES AND RESPONSIBILITIES:</u>			
<ul style="list-style-type: none"> • Maintain positive business and customer relationships to prolong customer lifetime value • Identify and pre-qualify prospects, leads and acquire new customers • Meet or exceed monthly sales goals • Provide excellent customer service, account management, and salesmanship • Promote products/services to new and existing customers • Build quotes and proposals using existing CRM and ERP tools • Track personal appointments, status reports, and sales to report to management as requested 			
<u>PREFERRED SKILLS</u>			
<ul style="list-style-type: none"> • Excellent customer service and communication skills, both verbal and written • Aptitude for negotiation and persuasion • Highly motivated, determined, and target driven • Ability to use Microsoft Office, Sharepoint, and Salesforce/CRM is required • Expert in time management and personal organization • Prior construction experience (particularly concrete, masonry, or waterproofing) is a plus • Bilingual is preferred 			
<u>Supervisory Responsibilities:</u>			
None			
<u>QUALIFICATIONS AND EDUCATION REQUIREMENTS</u>			
Education and/or Experience:			
High School diploma or general education degree (GED). Job related experience and/or training, or equivalent combination of education and experience.			
Presentation Skills:			
Ability to read and comprehend instructions. Ability to write simple correspondence. Ability to present information effectively to individuals and small group situations to customers, clients and associates of the organization.			



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Mathematical Skills:

Ability to calculate margin and mark-up. Understand how to calculate percentage increase/decreases.

Understand and ability to understand blueprints and takeoffs.

Computer Skills:

Ability to work on personal computers and use software applications (MS Office Suite, Sharepoint, and other CRM and ERP systems. Position may also be required to use external vendor systems.

Certifications:

None Required

Safety and Security:

Observes all safety and security policies and procedures. Determines appropriate action on the job and looks after the well-being of other associates. Reports potentially unsafe conditions. Uses equipment and materials properly. Uses appropriate personal protective equipment.

Work Environment:

Work Environment will vary between office and job sites. May be exposed to high or low temperatures, construction work sites, and warehouse environments.

ADDITIONAL NOTES

New South Construction Supply, LLC is a drug free work environment. Pre-employment drug screen required. Random Substance screening post-hire.

The company reserves the right to modify, interpret, or apply this job description to address the company's current needs and desires. Job cross training may also apply. This job description in no way implies that these are the only duties for this position. The employment relationship is not an employment contract, implied or otherwise. This employment relationship remains "At Will".