



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

|                                |                     |                         |           |
|--------------------------------|---------------------|-------------------------|-----------|
| <b>Job Title:</b>              | Outside Sales       | <b>Location:</b>        |           |
| <b>Department/Group:</b>       | Sales               | <b>Travel Required:</b> | As needed |
| <b>Level/Salary Range:</b>     | Based on Experience | <b>Position Type:</b>   | Full Time |
| <b>Will Train Applicant(s)</b> | Product Training    | <b>Date Posted:</b>     |           |

**Applications Accepted By: Equal Opportunity Employer**

On-line

**Job Description**

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Develop relationships and drive sales volume
- Identify prospects, leads and acquire new customers
- Build quotes and estimates using New South’s pricing structure and products
- Service customers on a daily basis
- Vast knowledge of Concrete, Masonry, Waterproofing and Rebar
- Report to Sr. Sales manager regularly to discuss goals, sales activity and customer prospects

**PREFERRED SKILLS**

- Ability to read and understand blueprints
- Organization and good time management
- Excellent verbal and written skills
- Goal oriented
- Self-motivated and a Hunter

**QUALIFICATIONS AND EDUCATION REQUIREMENTS**

**Education and/or Experience:**

High School diploma or general education degree (GED) or higher education. Job related experience and/or training, or equivalent combination of education and experience.

**Language 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.

**Mathematical Skills:**

Ability to add, subtract, multiply and divide and do simple fractions and decimals. Be able to use and read a tape measure.

**Reasoning Ability:**

Ability to use common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems involving several concrete variables in standardized situations.

**Computer Skills:**

Ability to work on personal computers and use software applications such as Word and Excel if required.



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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".

### **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.

### **ADDITIONAL NOTES**

New South Construction Supply, LLC is a drug free work environment. Pre-employment drug screen required. Random Substance screening post-hire. Background Check is part of the application process.