



Outside Construction Sales Representative

POSITION SUMMARY:

Ideal candidate will possess the ability to build relationships, track, follow up and report on commercial building site projects from inception to completion. They will canvas, report on, and stop in on sites in the following areas Ocean, Monmouth, Burlington, Mercer, and southern Middlesex Counties. The candidate will be able to work within a defined structure and have strong computer and communication skills both verbally and written.

ESSENTIAL JOB FUNCTIONS:

- Meet weekly and report on actual vs. expected weekly, monthly, and quarterly sales goals.
- Report on market trends and conditions.
- Daily tracking and updating of sales contacts, meetings, prospects, and proposals.
- Drive sales through growth of existing clients.
- Generate new business opportunities by cold calling, networking, and client referrals.
- Maintain sales quota for each quarter and year as agreed upon.

SKILLS, KNOWLEDGE, QUALIFICATIONS & EXPERIENCE:

- Ideal candidate will have construction sales background and experience or entry level with a college education and or prior distinguished military service and possess the values, honesty, and integrity that reflect The Earle Companies expectations.
- Proficient with computers and Microsoft Office.
- Must be highly organized with the ability to track leads, jobs and follow up.
- Professional, energetic, personable and the ability to interact well with all types of personalities.
- Valid clean driver's license and drug free.
- Strong written and verbal skills.
- Familiar with architectural specifications and construction design elements is a plus.

EMPLOYEE BENEFITS:

- Comprehensive Medical, Dental & Vision
- Life Insurance
- Paid Time Off
- Company Vehicle
- Paid Holidays
- Voluntary Long- and Short-Term Disability
- Voluntary Supplemental Life

- 401K with Discretionary Employer Match
- Aflac Supplemental Plans
- Flexible Spending Accounts
- Employee Assistance Program
- Discounts on Auto & Homeowner's Insurance through New Jersey Manufacturers

All positions within The Earle Companies have potential for advancement through our fully structured Career Development Program. We place a very strong emphasis on identifying High Profile Employees to help them advance up their career ladders. Those who possess the drive to succeed will be given the necessary tools for education and advancement.