



## OUTSIDE SALES REP

### POSITION SUMMARY:

We are looking for a dynamic and results-oriented **Outside Sales Representative** to drive business development efforts across key markets. This role is centered on building and nurturing relationships with private contractors. From initial outreach to project follow-through, the ideal candidate will be proactive, highly organized, and comfortable working within a structured sales process while delivering exceptional service and results.

**Location:** *Serving New Jersey (Mercer, Burlington, Camden & Gloucester Counties) and Eastern Pennsylvania*

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### ESSENTIAL JOB FUNCTIONS:

- Achieve and report on weekly, monthly, and quarterly sales goals.
- Maintain accurate records of all sales activities, including leads, meetings, follow-ups, and proposals.
- Expand business with existing clients through consistent engagement and value-driven solutions.
- Generate new opportunities through cold calling, in-person visits, networking, and client referrals.
- Provide regular insights on market conditions, customer needs, and competitive activity.
- Develop and manage a strong pipeline of prospective accounts throughout the assigned territory.

### SKILLS, KNOWLEDGE, QUALIFICATIONS:

- Prior experience in construction materials, industrial sales, or a related field is preferred.
- Entry-level candidates with a college degree or prior distinguished military service will be considered.
- Highly organized, with strong follow-up and time management skills.
- Proficient in Microsoft Office and CRM/sales software.
- Excellent written and verbal communication skills.
- Professional, energetic, and able to engage effectively with a wide range of personalities.
- Must hold a valid driver's license with a clean driving record and comply with drug-free workplace standards

## **EMPLOYEE BENEFITS:**

- Comprehensive Medical, Dental & Vision
- Company Vehicle
- Life Insurance
- Paid Time Off
- 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.*