



# Maintenance Sales Representative

## **POSITION SUMMARY:**

The maintenance sales representative will be responsible for building and maintaining relationships within the property and facilities management industry. From conception to close, this person is responsible for the full sales cycle of our asphalt maintenance division. \*Salary + Commission\*

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## **ESSENTIAL JOB FUNCTIONS:**

- Opportunity identification and cold outreach.
- Responding in a timely manner to requests for proposals.
- In person meetings with property and facility managers in a commercial, industrial or HOA type setting.
- Develop an understanding of client's budgets and expectations.
- Evaluating existing parking lot conditions, determining life span and proper corrective action to prolong existing lots.
- Perform entry level take off's in an effort to quantify items such as crack fill, seal coat, and line striping via field measurements and/or digital take off's.
- Proposal presentation, both in person and digitally, including corresponding maps, diagrams, and additional reference materials.
- Follow-up phone calls and visits in an effort to close outstanding proposals.
- Document customer interactions to better understand market conditions, competitive landscape.
- Responds promptly and maintains regular communication with customer base.
- Attends local networking events and trade shows in an effort to expand brand awareness and customer base

## **SKILLS, KNOWLEDGE, QUALIFICATIONS & EXPERIENCE:**

- A Demonstrated Ability To Find & Build A Book Of Business. A Strong Hunter Mentality Preferred.
- CRM Experience (Hubspot, Salesforce, Monday.com)
- Knowledge of Asphalt Or Asphalt Maintenance, Landscaping, Property Maintenance, Roofing, General Construction
- Strong People Skills & Self Starter
- Customer Service Oriented
- Strong Time Management Skills, Written And Verbal Communication Skills
- Problem Solving Ability, Negotiation Skills
- Team Work Mentality, Relationship Maintenance And Development

## **EMPLOYEE BENEFITS:**

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