

## **Outside Sales Representative**

- make outside calls and contacts, and to provide professional sales and service
- Develop potential customer leads and make effective sales presentations.
- Bring a high level of energy and be committed to achieve your monthly sales goals.
- Be comfortable cold calling potential clients daily to set up face-to-face appointments.
- Identify, develop and cultivate relationships with custom builders and contractors to use our services and products in Houston and surrounding areas.
- Prepare material estimates, price quotations
- Identify opportunities outside traditional construction applications for custom foam sales. Example – artists, movie sets, oil industry, event planners, etc...
- Follow up with prospects and provide product and material application information, as needed.
- Observe work in progress at construction sites to determine material needs.
- Achieve greatest gross margin dollar potential on all sales.
- Develop positive working relationship with our customer service supervisors to provide first class customer service
- Assist with customer service problems, Interface with yard, store and office personnel to ensure complete customer satisfaction.
- Handle special orders and assignments.

### **Experience and Educational Requirements:**

- Prefer a 4 year Bachelor's degree in business or equivalent related experience.
- Construction industry experience a plus.
- Proven organizational, verbal, and written communication skills.
- Proficiency in Microsoft office: Excel, Word, Outlook, PowerPoint.
- Attention to details and ability to multi-task in a fast pace environment.
- Knowledge of an ERP system, specific Epicor ERP a plus.
- Bilingual in English/Spanish a plus.

Job Type: Full-time, Commission