



We are now hiring a full-time **Outside Sales Representative**. The Outside Sales Rep will sell products and services offered by our company to current and new clientele. This candidate will spend a significant portion of their time driving to different territories to increase our company sales and customer service. You must have impressive self-discipline and time-management skills to ensure you stay on top of your tasks to regularly meet deadlines and hit quotas.

Essential job duties and responsibilities:

- Builds and maintains a network of sources from which to identify new sales leads.
- Communicates with customers and leads to identify and understand their product or service needs; identifies and suggests products, and services to meet those needs.
- Identify prospective new customers, set appointments, make effective qualifying in-person sales visits, and constantly seek new opportunities to drive business growth.
- Following up on potential sales leads by pitching relevant products or services.
- Maintains communication with existing and previous customers, alerting them of new products, services, and enhancements that may be of interest.
- Maintains detailed reports of sales activities including calls, orders, sales, lost business, and any customer or vendor relationship problems.
- Regularly meet with customers informing of product line, product specs, and to solicit orders.
- Demonstrates the functions and utility of products or services to customers based on their needs.
- Prepare quotes and negotiations. Have thorough knowledge of our company's products or services.
- Consult with clients after sales to resolve potential problems and to provide ongoing support.
- Follow industry trends to identify new opportunities for potential sales.
- Recommend market strategies to target specific regions.
- Provides periodic territory sales forecasts.
- Performs other duties as assigned.

Qualifications

- Education: Bachelor's degree in marketing, sales, business, or related field OR 5 plus years in Outside Sales in related industry.
- Must be a team player, self-motivated, and able to work efficiently in a fast-paced environment.
- Demonstrate effective communication skills (oral and written).
- Demonstrate ability to successfully handle multiple tasks simultaneously.
- Excellent interpersonal and customer service skills.
- Excellent sales and negotiation skills.
- Excellent organizational skills, attention to detail, strong analytical and problem-solving skills.
- Good attendance and a positive attitude are a must.



- Proficient with Microsoft Office Suite or related software.
- Proficient with basic knowledge of water and sewer supplies along with hardscape materials Preferred.
- Bilingual Preferred.

Physical Requirements:

- Must be able to lift 15 pounds at times.
- Must be comfortable driving to assigned territories.

Pay type:

- Pay negotiable based on experience.

Please send resume to Aneta – aneta@desplainsmaterial.com or call 847-626-5754

All qualified applicants will receive consideration without regard to race, age, color, sex (including pregnancy), religion, national origin, disability, sexual orientation, gender identity, marital status, military status, genetic information, or any other status protected by applicable laws or regulations.