

Commission Sales Person

Roles and Responsibilities:

- As a sales team member, you will spend approximately 30% of your time inside generating leads, validating, and growing the company contact database, and training as necessary.
- As an individual sales person, you will spend approximately 70% of your time performing sales activities such as managing existing accounts and/or making in-person sales and service calls.
- As an individual or team effort you will be selling concrete services such as: Poured-in-place formed walls, footings, Basements, concrete safe rooms, flat work (driveways, sidewalks, slabs, etc), and also selling waterproofing and pump truck services.
- Performs other duties as directed by sales manager.

Requirements:

- High School Diploma, College degree in marketing or business is a plus.
- Must have construction sales experience.
- Computer skills to include: Internet access & information searching, email, Microsoft Office suite with emphasis in excel, word, outlook.
- Attend mandatory weekly sales meeting in the Madison, AL office.
- Ability to read blueprints & layouts, determine footages, square footages, and area volumes.
- Ability to meet with customers and collect information necessary to generate estimate.
- Strong desire to succeed while being a team player.
- Self starter-motivator & excellent communicator.
- Strong interpersonal integrity and enthusiasm.
- Positive attitude and enjoys people.

Company provides:

- Computer workstations with email and internet access in our sales offices
- Cell phone
- Existing sales accounts
- Tiered Pay Scale
 - 1st tier: \$400 per week for 90-180 days + 2.5 % commission of the gross on all sales.
 - 2nd tier (Full Commission): 5% commission of the gross from sales averaging \$20K+ each in most typical situations.
- Partial paid Blue Cross individual and/or family medical & dental plan