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Position: Petroleum Refining Market Manager

Date: 09/01/2010

Location: BSC

Posting #: 11-066

Job Description:

- Accountable to the Senior VP of Sales and Marketing in performance of Market Manager duties
- Conduct regular meetings/calls with assigned salespersons to coordinate activity and educate
- Become a company expert on the market conditions, needs opportunities and targets
- Develop and maintain the target list (sales assignments, opportunities, etc)
- Measure and manage our progress with regard to market penetration, growth and profitability
- Provide senior level sales support and manage senior relationships as required
- Coordinate branch interaction, training and accountability
- Identify and communicate resource needs (equipment, personnel, engineering)
- Assign all bid opportunities to branches as advised by SVP and assist branches as required
- Full-time salaried position, excellent benefits package
- Must pass drug test and background check

Qualifications:

- Previous construction, manufacturing or industrial management experience
- A minimum of seven-(7) years in Sales, Marketing and /or Customer Service
- A minimum of two-(2) years in the crane and rigging industry or five-(5) years in a related manufacturing or construction industry
- A bachelors degree in business or engineering

Contact hr@barnhartcrane.com with any questions or submit your resume via email.

**Barnhart Crane and Rigging will not discriminate based on race, sex, color, religion, or national origin
Barnhart is committed to diversity in the work place
Barnhart is an EEO/AA/Minority/Women/Hispanic/Veteran Employer**