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**Position:** Project Sales Representative

**Date:** 11/23/2011

**Location:** Mobile, AL

**Posting:** 12 - 153

**Job Description:**

- Outside sales of heavy rigging, large crane rental, heavy transportation specialty rigging and related services
- Focus on power generation, heavy industrial and major construction and maintenance
- Generate business opportunities by prospecting, cold calls and development of existing accounts
- Conduct jobsite evaluations, select equipment and develop technical solutions
- Manage key account customer satisfaction, account migration and growth
- Participate in the overall branch performance as a contributing team member
- Identify and manage internal resources for opportunity development ( engineering, contracts, etc)
- Create job estimates, develop pricing and write technical proposals
- Identify and manage risks (physical and contractual to protect people and property)
- Salaried position with bonus potential, excellent benefit package, 401k

**Qualifications:**

- Five years experience in successful outside sales
- Proficiency in business software (Word, Excel, PowerPoint, etc)
- Strong communication skills-written and verbal
- Strong work ethic, organization and desire for constant improvement
- Industrial sales and contract experience
- Familiarity with construction sites, industrial facilities and equipment
- Mechanical aptitude
- Must pass drug test, fit-for-duty exam, background check and have clean driving record

Contact [hr@barnhartcrane.com](mailto:hr@barnhartcrane.com) with any questions or submit your resume via email.

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