

www.barnhartcrane.com



Position: Project Sales Representative

Date: 09/01/2011

Location: Charleston, SC

Posting: 12 - 086

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)
- Salary 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 test, background check and have clean driving record

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

Barnhart Crane and Rigging does 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