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Position: Project Sales Representative

Date: 09/01/2010

Location: Middletown, CT (NE Region)

Posting: 11-069

Job Description:

- Provide leadership that is consistent with established Mission Statement and Core Values
- Develop an individual sales plan, marketing initiatives and set goals for business growth. Provide insight and collaborate on analysis of estimating and proposal development in order to assist branch sales and determine efficient improvements
- Efficiently execute sales plan with measurable results in activity and production
- Work in a team sales environment without giving up entrepreneurial motivation
- Provide input on all aspects of branch operations. This includes Safety, Maintenance, Dispatch, Training, Quality, Project Management, DOT and Facilities. This fitting is for the Sales process
- Provide vision, strategy, and implementation to continue to challenge the company to seek areas of growth in all markets and in overall performance. In addition, hiring, developing and training our salespeople for future growth and strong performance are functions of the Sales Manager
- Full time position, benefits and compensation package
- Additional assessments required, including DISC. Must past drug test and background checks for final hiring requirements
- Compensation packages structured to reflect experience levels

Qualifications:

- Experience selling solutions to commercial, industrial, and contractor accounts
- Experience in selling **Crane service, Rigging service, Machinery Moving service, and Transportation solutions a plus**
- Demonstrate knowledge of the NE industrial marketplace
- Proficient with business software (Word, Excel, PowerPoint)
- Strong communication skills including technical writing and public presentations
- Track record of successful account development
- Must be self managed and motivated
- Must be aggressive in looking for business and have the ability to close deals
- Skilled at prospecting and lead generation

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

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