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Position: Project Sales Representative

Date: 09/01/2010

Location: Philadelphia PA

Posting: 11-050

Job Description:

- Leadership - Provide leadership that is consistent with established Mission Statement and Core Values
- Financial Stewardship – Develop a branch sales plan,
- Process leads generated into technical solutions, commercial proposals and close the deal
- Manage existing accounts and service clients for the purpose of growth and retention
- Markets served by the branch include commercial mechanical contractors, industrial contractors and facilities, (mills, power plants, process plants etc.) and commercial properties etc.
- Familiarity with construction sites, service contracting and heavy equipment is necessary
- Sales performance is measured in terms of bid activity, closed sales, and teamwork
- Full time position, benefits and compensation package
- Pass drug test, clean background check

Qualifications:

- Experience selling solutions to commercial, industrial, and contractor accounts
- Proficient with business software (Word, Excel, PowerPoint)
- Strong communication skills including technical writing
- 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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