

www.barnhartcrane.com



Position: Project Sales Representative

Date: 09/01/2010

Location: Philadelphia PA

Posting: 11-051

Job Description:

- Provide leadership that is consistent with established Mission Statement and Core Values
- Develop a branch 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
- Sales influence all aspects of branch operations. This includes Safety, Maintenance, Dispatch, Training, Quality, Project Management, DOT and Facilities
- Provide knowledgeable leadership in critical areas of corporate functions. This includes but is not limited to trained knowledge of Barnhart Engineering standards, DOT requirements, OSHA regulations, ANSI/ASME standards, Barnhart SOP's, Qual Card Program, and the Barnhart Safety Program
- 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
- 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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Barnhart is committed to diversity in the work place
Barnhart is an EEO/AA/Minority/Women/Hispanic/Veteran Employer