



**Position:** Sales Representative

**Date:** 09/01/2011

**Location:** Richland WA

**Posting #:** 12 - 096

**Job Description:**

- Marketing and sales for the Tri-Cities area crane and rigging work
- Support the successful operations and growth of a crane and rigging service company
- Responsible for the generating leads through prospecting, cold calling and working of existing sales contacts
- Process leads generated into technical solutions, commercial proposals and close the deal
- Manage existing accounts and service for the purpose of growth and retention
- Markets served by the branch include commercial mechanical contractors, industrial contractors and facilities, (power plants, process plants DOE, etc.)
- Familiarity with construction sites, service contracting and heavy equipment is required
- Performance is measured in terms of bid activity, closed sales, and team work
- Full time position, benefits and compensation package, 401K

**Qualifications:**

- Minimum of five years experience selling solutions to commercial, industrial, and contractor accounts
- High school diploma required, college degree preferred
- Construction and/or crane and rigging experience preferred
- Proficient with business software (MS Office Suite)
- Strong communication skills including technical writing
- Track record of successful account development
- Skilled at prospecting and lead generation
- Position will be located in Richland, WA office; regional travel is required
- Pass drug test, fit-for-duty test and clean background check

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