

Position: Sales Representative

Date: 09/01/2010

Location: Kingsport TN

Posting #: 11-056

Job Description:

- Marketing and Sales for the Tri-Cities and Southwest Virginia area for crane and rigging work
- Support the successful operations and growth of a crane and rigging service company
- Responsible for 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, (Mills, power plants, process plants, etc.) and commercial properties etc
- Familiarity with construction sites, service contracting and heavy equipment is necessary
- Performance is measured in terms of bid activity, closed sales, and team work
- Full time position, benefits and compensation package

Qualifications:

- Five years of experience selling solutions to commercial, industrial and contractor accounts
- High school diploma required
- Crane & Rigging background required
- Proficient with business software (Word, Excel, PowerPoint)
- Strong communication skills including technical writing
- Track record of successful account development
- Skilled at prospecting and lead generation
- Report to Kingsport office; regional travel required
- Pass drug test, fit-for-duty test and clean background check

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