

Position: Sales Representative

Date: 09/01/2010

Location: Ratliff City, OK

Posting #: 11-071

Job Description:

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, oil and gas producers
- 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

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
- Skilled at prospecting and lead generation
- Report to Ratliff City, OK 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