



BETHEL CUSTOM BRICK

Job Title: Sales Representative

Position Overview:

We are seeking a professional and results-driven Sales Representative to join our team. The ideal candidate will be responsible for developing new business opportunities, nurturing existing client relationships, and driving revenue growth for our masonry company. This role demands a high level of interpersonal skills, a customer-centric approach, and the ability to work independently as well as part of a collaborative team.

Key Responsibilities:

- Identify and pursue new sales opportunities in targeted markets.
- Develop and maintain strong relationships with existing and prospective clients.
- Present and promote our masonry products and services, tailoring proposals to meet customer needs.
- Negotiate contracts and close deals to achieve sales targets.
- Maintain accurate records of customer interactions and sales activities using CRM systems.
- Collaborate with internal teams to ensure seamless delivery of services and customer satisfaction.
- Monitor market trends and competitor activities, providing actionable insights to management.
- Attend industry events, trade shows, and networking opportunities to expand the company's market presence.

Qualifications:

- Proven experience in sales or business development; experience in the construction or masonry industry is a plus.

- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and manage time effectively.
- Proficiency with CRM software and Microsoft Office Suite.
- A valid driver's license and willingness to travel as needed.
- Demonstrated ability to meet or exceed sales targets and performance goals.

Additional Information:

- Compensation includes a competitive base salary plus commission and performance incentives.
- Comprehensive benefits package offered, including health, dental, and vision insurance.
- Ongoing training and professional development opportunities are provided to support career growth.

If you are a motivated sales professional with a passion for building relationships and driving business success, we encourage you to apply.