

SALES REPRESENTATIVE

The Sales Representative at Flexicore of Texas plays a critical role in driving business growth and upholding the company's long-standing reputation for excellence and integrity. This position requires a high-level of professionalism and consistent performance while promoting Flexicore of Texas' products and services. Reporting directly to the Sales Manager, the Sales Representative is responsible developing and maintaining strong relationships with current and prospective customers, achieving established sales goals, and actively participating in industry-related associations to build valuable networking and business relationships.

QUALIFICATIONS & EXPERIENCE:

- Bachelor's degree or equivalent combination of education and experience.
- 2+ years' experience in sales, preferably in precast/prestressed concrete manufacturing, civil infrastructure construction, or related industry.
- Excellent communication, negotiation, and presentation skills.
- Strong knowledge of bidding and estimating processes.
- Self-motivated and goal-oriented with a high level of professionalism, strong organizational, and time-management abilities.
- Proficient computer skills, including Microsoft Office applications (Outlook, Word, Excel, and PowerPoint) and the operation of standard office equipment.

ESSENTIAL FUNCTIONS & RESPONSIBILITIES (non-exclusive):

- Sales and marketing of Flexicore of Texas precast/prestressed concrete products. Customers typically include highway and bridge, industrial, marine, and pile driving contractors.
- Identify and pursue all appropriate projects aligned with the company's capabilities and capacities.
- Develop and implement competitive bidding strategies to secure profitable projects.
- Prepare and submit accurate and timely quotations and proposals for bidding opportunities.
- Generate and present accurate sales forecast, activity reports, and market feedback to the Sales Manager and Upper Management.
- Collaborate with internal departments (Production, Quality Control, Transportation, and Accounting) to ensure customer expectations are consistently met from proposal development through project completion .
- Conduct project site visits, perform presentations, and provide product knowledge solutions as required.
- Establish and maintain positive relationships with customers and prospective customers by providing exceptional service and support.
- Actively participate in industry-related associations, events, and networking opportunities to expand the company's presence and build strategic business relationships.
- Represent Flexicore of Texas with professionalism and integrity at all functions.
- Perform other tasks as assigned by the Sales Manager as deemed appropriate and necessary.

BENEFITS:

- Health, Dental, Vision, and Life Insurance
- PTO
- 7 Paid Holidays
- 401(k)
- Training
- Semi-monthly Pay Periods

CONTACT:

Please contact Kim Goble, HR Manager, for application information.

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