



C U B E
MANAGEMENT

Sales & Marketing Talent For Growth

Outside Sales Representative – Construction Industry

Our Client, a multi-million dollar corporation, is the market leader in the manufacture of pre-cast concrete products for institutional, commercial, transportation and infrastructure projects. A leader in forward-thinking research and market education, they create a competitive advantage for their customers by finding solutions to their greatest technical challenges and providing exceptional service and expertise from initial order to on-site installation. Known for fostering partnerships that generate long-term results, they also collaborate with their customers to enhance their profitability by bringing innovative solutions to the marketplace. – including a multitude of products used daily by consumers around the world, like – Architectural Pre-cast Panels, Pre-cast building, Sound Barrier Walls, J-J Hooks/Safety Barriers, Utility Vaults, Junction Boxes, Beach Prisms and many others. They are looking for a highly committed, enthusiastic, self-starter to join their team as an Outside Sales Representative. The successful candidate will be located in the Washington DC area.

The ideal candidate will have previous sales experience along with a background in construction industry and have experience calling on Architects and Engineers. A desire to work hard and succeed in a competitive market is also an important prerequisite. Upon completion of their training program, you will be required to effectively manage your territory by prospecting for appointments, presenting their extensive range of products and following through to create a successful sales opportunity. Some overnight travel is required to fully manage your territory. You will have the flexibility to work out of your home office while working for one of the best corporations in America.

Background & Experience

- Commercial and residential construction knowledge (not necessarily Concrete)
- Understands and uses a technical selling process
- Proven ability to specify solutions
- Presentations and technical seminars with engineering and design community
- Proven ability to navigate through the value chain (owner, architect, contractor, engineer)
- Previous experience in building and executing strategic sales/marketing plans for the territory/region assigned, understands the importance of selling the right mix of products to leverage portfolio for the business he or she represents
- Strong negotiating and influencing skills to promote and educate beyond conventional methods
- Understands how to qualify prospects and filter A, B, and C accounts
- Proven ability to navigate and identify the key decision makers within an organization and partner with these individuals
- Computer literacy, CRM, or lead system, ability to cipher and manage data
- 4 year degree, preferably business management, civil/environmental engineer, or construction management



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This Company expects a great deal from its employees but the rewards are considerable. They are offering a base salary of 80K and total on plan earnings up to \$110k or more. In addition, you will receive a company vehicle allowance, a laptop computer, cell phone, plus typical large company benefits. If you wish to be part of this successful and vibrant organization, please email your resume to recruiting67@cubemanagement.com. This company is an Equal Opportunity / Affirmative Action Employer.

Cube Management helps companies accelerate their sales, by providing the Sales & Marketing talent they need to grow their business. Cube Management is a leading recruiting and consulting partner to mid-market and emerging growth companies in the technology, manufacturing, healthcare and business service sectors. We work across the spectrum of Sales, Marketing and Business Development, providing holistic solutions that drive revenue and profit success. Cube Management combines Strategy, Process and People, to produce great results. For a complete list of our job openings, please visit www.cubemanagement.com

Key Words:

industrial sales, industrial equipment sales, concrete manufacture, construction sales capital equipment, technical equipment, industrial building, account executive, territory manager, district sales rep, sales representative, business development representative