CURRENT OPENING

Sales Representative (North Texas)

Location: Remote

Posting Date: May 19, 2021
Reports to: VP of Sales – Eastern Region
FLSA Status: Exempt
Close Date: Open until filled*

Looking for a job with stable hours, great benefits, and long-term security? Join our fantastic team!

We offer a work environment that values safety and team input, and provides opportunities to gain skills and grow your career.

ABOUT THE JOB

This position involves the selling and promotion of Northwest Pipe Water Transmission products to owners, consulting engineers, agencies, municipalities, developers, and contractors in the assigned territory of Central, West and North Texas, Oklahoma, Kansas, Arkansas and Missouri.

ESSENTIAL FUNCTIONS & MAJOR RESPONSIBILITIES

- Maintains relationships with identified key contractors, consulting engineers, and project owners in assigned territory.
- Tracks current project list within assigned territory and identifies new project opportunities.
- Implements technical marketing programs to ensure that our competitive position is sustained or improved.
- Makes regular, in person sales calls on customers identifying new project opportunities and furthers Northwest Pipe's position in the market place.
- Identifies potential customers throughout the market area to generate new business.
- Participates in industry trade and technical activities.
- Conducts technical presentations and workshops.
- Develops an understanding of the marketplace, industry trends, and technical nuances of product offerings.
- Provides management with timely and accurate call reports and itineraries.
- Bids all NWP Water Transmission jobs within an assigned territory. Attends pre-bid meetings and bid openings. Meets with contractors prior to bid, defining scope of supply.
- Writes Quotes, submittals, bond issuance, and order entry as required.
- Travels within an assigned territory as required (90% by vehicle/10% by air).

EDUCATION/EXPERIENCE

- College degree and three years sales experience highly desired.
- Municipal sales experience preferable – product sales to contractors or manufacturer direct sales.
- Past experience in project management / coordination, estimating, plan and specification review, general or civil construction, product development, and lead or management skills is not necessary but preferred.
- Prior manufacturing experience preferred.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

TO APPLY

Sound like the job for you? Click here to apply online.

Our organization maintains a drug-free workplace. Except where prohibited by state law, all offers of employment are conditioned upon successful passing of a drug test and background check.

Northwest Pipe Company is committed to equal employment opportunity and affirmative action. Minorities, females, veterans, and individuals with disabilities are encouraged to apply.

Northwest Pipe Company reserves the right to close the position, with or without notice, if a qualified candidate is identified prior to the close date.