



CURRENT OPENING
SALES REPRESENTATIVE- ATLANTIC REGION

Posting Date: October 23, 2019	Close Date: Open until filled*
Job Title: Sales Representative	FLSA: Exempt
Reports to: Regional Sales Manager	Job Location: SE Territory

Northwest Pipe Company, a North American leader in the manufacturing of welded steel pipe, is looking for dynamic, energetic and career-minded people who can make a difference and will immediately contribute towards taking our company to the next level.

JOB SUMMARY:

This position involves the selling and promotion of Northwest Pipe Water Transmission products to owners, consulting engineers, agencies, municipalities, developers, and contractors. **Travel within an assigned territory as required.**

PRIMARY 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 within assigned territory.
- 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 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.
- Provide management with timely and accurate call reports and itineraries.
- Bid all NWP Water Transmission jobs within your assigned territory. Attend pre-bid meetings, bid openings. Meet with contractors prior to bid defining scope of supply.
- Quotes, submittals, bond issuance, and order entry as required.

SECONDARY RESPONSIBILITIES:

- Other duties may be assigned.

JOB SCOPE:

- This position involved selling and promotions of NWP Water Transmission products to owners, engineers and contractors.

KNOWLEDGE, SKILLS, ABILITIES:

- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, procedure manuals, and other information given by sales team members.
- Ability to write routine reports and correspondence, including proficiency in business correspondence and spelling/grammar.



- Ability to speak effectively before groups of customers or employees of organization. Listens and gets clarification.
- Ability to calculate figures and amounts such as discount interest commissions proportions, percentages, area, circumference, and volume.
- Ability to apply concepts of basic algebra and geometry.
- Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form.
- Uses intuition and experience to complement data given.
- Gathers and analyzes information skillfully.
- Proficient in the use of Windows, Excel, MS Access, Word.
- Excellent organizational skills: prioritizes and plans work activities, uses time quickly, sets goals and objectives, organizes or schedules other people and their tasks to meet deadlines.
- Must be detail oriented and able to multi-task.
- Demonstrates accuracy and thoroughness while working quickly.
- Reacts well under pressure.
- Looks for ways to improve productivity and promote quality.
- Applies feedback to improve performance.

EDUCATION/EXPERIENCE:

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

PHYSICAL DEMANDS/WORK ENVIRONMENT:

Individuals in this position will be in a climate controlled environment lighting with traditional office equipment as found in any typical office environment. Individual duties are primarily sedentary. The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Ability to work at a computer for long periods of time.
- Regular, reliable and predictable attendance is necessary in order to perform the essential functions of this position.
- Project timelines and work volume / deadlines may often require working outside of standard office hours, weekend or evening work, and travel to complete essential duties of this job.
- Ability to operate a motor vehicle or to have transportation available to accomplish essential job duties and related travel.
- Must have mental processes for complex reasoning, remembering, mathematics and language ability (reading, writing, and speaking the English language) to perform the duties proficiently.
- Ability to carry out instructions furnished in written, oral, or diagram form and to solve problems involving several variables.



- Ability to stand, walk, stoop, kneel, crouch, and climb as well as manipulate (lift, carry, move) up to 50 pounds.
- Requires good hand-eye coordination, arm-hand-finger dexterity with the ability to grasp, and visual acuity to use a keyboard and operate necessary equipment.
- The noise level in the work environment is normally moderate.
- Primarily operates in an office environment but may be exposed to a wide range of temperatures while traveling.
- Extensive travel at times to include weekends.
- Must wear PPE (i.e. Hardhat, earplugs, protective eyewear, and reflective vest) when on job site or in the manufacturing areas.
- Physical ability to move 50lb wheeled crates to setup/tear down trade show exhibits.

HOW TO APPLY: If you are interested in and qualified for this position, please click on the link below:

[https://prd01-hcm01.npr.mykronos.com/ta/6079263.careers?TrackId=\[MyTrackingId\]&ApplyToJob=1795484676](https://prd01-hcm01.npr.mykronos.com/ta/6079263.careers?TrackId=[MyTrackingId]&ApplyToJob=1795484676)

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.