

Sales Associate

LOCATION

- Bethesda, MD

DESCRIPTION

- The Sales Associate is responsible for identifying and contacting current/prospective customers, generating proposals and servicing accounts.

RESPONSIBILITIES

- Develop and maintain strong customer base and new/existing accounts;
- Develop and monitor business leads through established procurement sites and other related material;
- Follow up on new leads and referrals resulting from field activity.
- Record all customer information, interactions and activities in Salesforce;
- Track and manage projects from sale to completion;
- Identify and resolve client concerns, requests and/or complaints;
- Attend sales meetings and participate in strategic planning;
- Assist accounting as needed to ensure receivables are collected on a timely basis;
- Represent company in industry organizations including participating actively in trade associations.

QUALIFICATIONS

- 5+ years of sales experience, preferably in the aggregate and/or construction industry;
- Extensive knowledge of the local construction industry;
- Strong geographical knowledge of the local area (MD, Northern VA, and DC);
- Excellent verbal, written and computer skills, including Microsoft Office;
- Comfortable using Salesforce or similar CRM system; 3-4 years preferred;
- Bachelors' Degree in Business, Marketing, or related discipline preferred, or equivalent industry experience.5 years in a sales or account manager role;

BENEFITS

- Paid holidays (7)
- Company PTO Plan (personal time off)
- Medical, Dental, Life & Disability Insurance
- 401(k)
- Performance bonuses
- Educational Assistance Program

ABOUT US

- ReAgg is a full-service aggregate supplier committed to providing quality products and transportation services throughout MD, Northern VA, and the DC/Baltimore metro areas. With more than 30 years of experience, ReAgg operates and maintains an extensive fleet of trucks / roll-offs and knows what it takes to go that extra mile for our customers.

APPLY

- For immediate consideration, please send you resume to agriffith@reagg.com.