

Sales Rep

LOCATION

- Bethesda, MD

DESCRIPTION

- We are seeking an experienced and highly motivated Sales Representative with a background in Construction Aggregates to join our Sales team. You will be responsible for generating leads, building and maintaining a strong customer base and closing sales for the Company.

RESPONSIBILITIES

- Build and maintain strong relationships with new and existing customers, including contractors, subcontractors and other stakeholders.
- Pursue and cultivate new leads through various methods such as cold calling, online procurement, networking events, bid openings, industry publications and government permitting sites.
- Stay updated on industry trends, competitor activities, and market developments.
- Prepare quotations and record all customer/project information, interactions and activities in Salesforce.
- Respond to customer inquiries to answer questions and provide knowledgeable product and service benefits.
- Provide ongoing customer support by addressing customer inquiries, concerns, and feedback promptly and professionally.
- Work closely with the logistics team to ensure timely deliveries and customer satisfaction.

QUALIFICATIONS

- 5+ years of sales experience, preferably in the aggregate or construction transportation industries.
- Proven knowledge of the local construction industry.
- Strong geographical knowledge of Washington Metro area.
- Comfortable using Salesforce or similar CRM system; 3-4 years preferred.
- Excellent verbal, written and computer skills, including Microsoft Office.
- Bachelor's degree in business, marketing, or related discipline, preferred.

BENEFITS

- Paid holidays (7)
- PTO plan (personal time off)
- Medical, dental, life & disability insurance
- 401(k) retirement plan
- Performance bonuses
- Educational assistance program

ABOUT US

- With over 30 years of experience, ReAgg is proud to be a leader and pioneer in the aggregate, construction and transportation industries with a strong reputation for providing quality construction materials and consistent, reliable service our customers depend on.
- To find out more, visit our website at www.reagg.com.

APPLY

- To apply, please send your resume to employment@reagg.com.
- For immediate consideration, please visit our [Career Page](#) to complete an application.

We look forward to hearing from you!