

Rebar Sales Representative

JMS Rebar | Greensboro, North Carolina

Position Overview:

The JMS Sales Representative will grow the commercial side of the business for the determined area or customers assigned, providing leadership and direction to customers and other team members. He or She will maintain existing relationships while building new relationships to gain market share. Also responsible for coordinating with the appropriate team members to successfully submit bid proposals and to negotiate fair contracts with clients. This position is a combination of selling and managing jobs throughout the sales cycle for fabricated rebar and future product lines. Customer relationships, market knowledge and communication skills are required to succeed in this role.

Essential Functions and Responsibilities:

- Effectively communicate detailed information on the various products and services; current and future; provided by JMS Rebar and/or subsidiaries to our established and potential customers in a positive and informative manner.
- Demonstrate skill in all phases of the sales cycle including prospecting, acquiring, identifying and qualifying customers.
- Develop basic knowledge of reinforcing bar industry including reference material (i.e. CRSI, ASTM and ACI).
- Process, present and negotiate change orders by identifying change on scope of work to maximize all possible returns.
- Maintains accurate records and documentation for each job.
- Generate new business and revenues.
- Organize and follow sales calls with customers and their key representatives.
- Prepare weekly sales and visit reports.
- Maintain expense account.
- Prepare millage reports.
- Prepare quotes and miscellaneous take-off.
- Quote concrete related products on construction projects through detailed takeoff of plans and specifications.
- Meet or exceed monthly sales budget and goal.
- Participate in sales meetings, training and activities and/or conference calls to discuss innovative ideas, workloads, availability, issues and problems for all to learn, share and resolve.
- Visit job site to follow up on project development.
- Maintain professionalism, diplomacy and tact.
- Ability to identify accurate estimates.
- Evaluate simple, moderate and complex project requirements and discuss constructability and methods used by the customer.
- Submit complete proposals to clients in a timely manner which meets both the company and clients requirements.
- Follow up with clients to ensure our proposals meet their expectations while attempting to gather the necessary information to submit the final proposal.
- Ability to successfully negotiate contracts.
- Develop and execute JMS Rebar commercial strategy.
- Ensure a smooth transition of projects to team members and within departments.
- Research and analyze market conditions.
- Identify key competitor and consumer trends.
- Articulate market requirements and opportunities.
- Identify opportunities for product innovation and product enhancements.
- Able to gain strong working knowledge of our industry related business practices including collecting and organizing industry information on competitors' products and services, industry trends and specifications for new product opportunities and development.
- Attend industry related meetings, shows and/or expos among others; to present and represent JMS Rebar.
- Increase revenue in the territory by expanding customer base and by increasing sales to existing customers.
- Develop product marketing plan and event campaigns to generate product awareness, demand and opportunities.
- Support other sales team members and co-workers with the necessary product knowledge and technical expertise.
- Conduct product presentations.
- Develop sales tools and sales training material.
- Supply JMS Rebar Management Team with latest research, marketing information, price tendencies and/or related information.
- Assist with collection processes.

- Present and follow on credit approval for new and existing customers.
- Incorporates self-management and planning in a highly organized manner to ensure customer profile data is accurately kept, meetings are held on a regular basis, and visit reports with action requirements are filed in a timely manner.
- Develop, maintain and correct accurate forecast information.
- Provides support and help to customers.
- Handles telephone and email inquiries from customers and co-workers.
- Assist with customer deliveries coordination.
- Creates accurate sales tickets and enters all information into the aSa and/or AIX computer system.
- Must be legally authorized to work in the United States without company sponsorship now or in the future.
- Must adhere to JMS Rebar safety programs and standards.
- Demonstrate conduct consistent with JMS Rebar vision and values.
- Travel may be required.
- Performs other duties as assigned.

Experience and Skill Requirements:

- Demonstrate skill in all phases of the sales cycle including prospecting, acquiring, identifying and qualifying customers.
- Proficient at gathering market intelligence along with negotiating, closing and follow up of leads, quotes and/or estimates.
- Excellent customer service and both verbal and written communication skills.
- Able to multi-task in fast paced environment with constant shifting priorities.
- Proficient level of computer skills; MS Word, Excel, Outlook and Internet.
- Decision making and problem resolution skills.
- Should be honest, ethical, dedicated, dependable and approachable.
- Good organizational and time management skills.
- General knowledge of estimating, detailing and project management.
- Ability of reading and interpretation of blueprints, specs and/or contracts.
- Experience with Commercial, Retail, Heavy Civil and DOT projects among others.
- Ability to articulate the financial drivers of clients.
- Initiative and drive in pursuing customers and building long term working relationships.
- Strong negotiation skills.
- Entrepreneurial spirit to boost sales opportunities.
- A thorough knowledge of rebar, rebar related products and/or basic construction materials.
- Excellent Math skills, computer skills and problem solving skills.
- Ability to communicate and work well with people in a team environment.
- Good overall attitude and work habits, a willingness to learn and grow.
- The ability to Multi-task as well as attention to detailed instructions.
- A basic understanding of the rebar shop processes and capabilities and overall construction standard practices.
- Ability to learn and understand A/E design drawings for the purpose of performing take-offs, developing bar lists, estimates and quotes.
- Able to work independently with limited supervision
- Full-time Job

Education Requirements:

- High School Diploma, Technical degree and/or equivalent is not required.
- Experience in sales and/or estimating preferred.

Physical Demands:

- While performing the duties of this job, the employee may be required to lift and/or move moderate to heavy objects.
- Typical office, fabrication shop and job site activities.
- Walking, sitting, standing, climbing, driving and bending.
- Using hands to operate objects, tools, computers and other electronic equipment.
- Lifting/handling computers and related equipment.
- Vision abilities including close vision and adjusting focus.
- Moderate noise level when at office; high noise level when at the shop or at job sites.

In exchange for your hard work and dedication, JMS Rebar offers the following benefits: Major Medical Insurance, Optional Family Coverage, Profit Sharing, Short-Term Disability, Life Insurance, PTO Days, Holidays, 401K, Employee purchase discount, Auto Mileage Reimbursement, Bereavement Leave, Christmas Bonus (at the discretion of the Board of Directors), Educational Reimbursement for Approved Courses, Free Parking, Jury Duty Leave and Sick Time Off.

JMS Rebar is an equal opportunity employer and does not discriminate against otherwise qualified applicants on the basis of race, sex, gender identity, sexual orientation, color, religion, creed, national origin, disability, age, marital status, pregnancy, veteran status or any other basis prohibited by law.