



Job Title: Senior Sales Representative

Department: OH Operation

Reports To: President

About Whitacre Engineering:

We are a reinforcing bar fabricator and erector for concrete construction projects serving the Eastern Ohio, Northern West Virginia, and Western Pennsylvania markets out of facilities in Canton, Ohio.

Essential Functions:

- Plan, organize, and direct the overall sales program.
- Participate in preparing project quotes from detailed takeoffs.
- Close sales opportunities by evaluating multiple project leads and developing a list of target prospects for bidding.
- Drive sales growth by actively establishing new customers through calls and appointments.
- Drive profit through pricing management and contract term negotiation and enforcement.
- Commitment to customer service, problem resolution, and satisfaction.
- Operate independently but communicate and coordinate closely with management, company personnel, and customers.

Additional Responsibilities:

- Develop the sales and marketing plan; recommend changes, and direct overall activities to achieve objectives.
- Develop strong relationships with key customers and strive to give them the best possible service.
- Recommend changes in pricing structure to improve the company's competitive posture and promote increased sales penetration of assigned areas.
- Requires a strategic perspective, capacity to manage multiple competing tasks, ability to work in a team environment to achieve our shared vision and goals.

Education, Experience and Skills Required:

- Minimum Associate's Degree, Civil Engineering or construction background, and a knowledge of:
 - Structural and architectural drawings
 - General construction methods, concrete construction practices, formwork, and reinforcing steel.
 - Microsoft Office applications
- Experience with qualified construction projects.
- Proven long-term record of sales growth achievement through direct sales to civil, industrial, and commercial contractors.
- Team player possessing strong interpersonal and communication skills with all levels of people.
- Adaptable, solutions oriented, and ability to self-manage time and meet deadlines.
- Resolute integrity

Required Physical and Environmental Demands:

- Sit for prolonged periods of time. Work and move among all departments. Excellent hand/eye coordination. Lift up to 25 pounds. Manual dexterity to operate personal computers and standard office machines. Transfer information from paper to computer, from computer to computer, and to communicate in person and on the telephone.
- Requires operating an automobile for extended periods of time.
- Candidates whose disabilities make them unable to meet these requirements will still be considered fully qualified if they can perform the essential functions of the job with reasonable accommodation.
- Minimal hazards. General office working conditions.

Employee Acknowledgement: This job description describes the general nature and level of work performed by the employee assigned to this position. It does not state or imply that these are the only duties and responsibilities assigned to the job. The employee may be required to perform other job related duties as requested. All requirements are subject to change and to possible modification to reasonably accommodate individuals with a disability.