



## **SALES ACCOUNT REPRESENTATIVE CAREER OPPORTUNITY**

If you are a Sales Account Representative with experience managing B2B sales composed of outside and inside sales functions, we have a great opportunity for you.

### **About the Position:**

This is a full-time position in Memphis, TN reporting to the Sales Manager. You will work with the estimating, engineering, design, and project management teams and be accountable for the results of the team.

- Establish new accounts by planning and organizing daily work schedule
- Build relationships with existing clients to drive recurring sales
- Create and deliver sales presentations
- Monitor competition
- Resolve customer complaints by investigating problems, developing solutions and making recommendations to management
- Maintain professional and technical knowledge

### **Position Requirements:**

- 5+ years of successful Sales experience in a B2B environment (Industrial sales experience is a plus, but not mandatory)
- Demonstrated track record of success and accountability
- Experience with Microsoft Office programs and CRM tools
- Excellent written and verbal communications skills
- Strong client relationship skills
- Must be able to work under pressure in a fast-paced environment
- Ability to make recommendations implement process improvements

### **What We Offer:**

- A competitive compensation package, including an annual salary and additional performance-based compensation
- Industry specific training
- A loyal base of customers to offer referrals and testimonials
- Support of management to drive growth
- Excellent Customer Service team to support you and your customers
- A close-knit, entrepreneurial environment with opportunities for advancement

**About CoBuilt:**

Our focus has been in Manufacturing, Warehousing, Commercial Structures as well as additional industries. In short, *"the engineered supply chain facilities solutions provider of choice"*. Our continued growth in these markets has created an opening for an aggressive, skilled Sales Manager.

CoBuilt is an independently owned steel fabrication company located downtown in the distribution capital of the country, Memphis, Tennessee. We specialize in designing, engineering and fabricating steel structures, mezzanines, platforms, and additional support components. Key industries include Manufacturing, Warehousing and Commercial Structures. We are considered "the engineered supply chain facilities solution provider of choice." Our vision is to change the way clients experience project collaboration by exponentially reducing time and money spent with our concept for steel solutions development.

Utilization of 3D modeling and design software enables us to streamline and digitally share information with clients throughout all phases of the project – without the burden of countless paper drawings and management of multiple suppliers. CoBuilt serves as the hub of project management, 3D designs and engineering, and fabrication.

**To learn more**, view our website at [cobuilt.com](http://cobuilt.com).

Applications can be submitted on LinkedIn and our website. **ONLY APPLICATIONS THAT INCLUDE A RESUME WILL BE CONSIDERED. Please, no phone calls.**