

## **GFRC Cladding Systems LCC**

**Job Posting; 9/12/14**

**Position:**

### ***Independent Sales Representative***

**Responsibilities:**

- Generate and pursue Project leads from Dodge reports, General Contractors and Architects' Inquires.
- Develop a project pipeline for bidding projects with an annual business plan.
- Develop a complete understanding of GFRC Cladding Systems products for sale presentations.
- Manages customer relationships to promote product opportunities and future work.
- Fulfills all corporate administrative requirements.
- Understands the construction cycle and successfully influences decision-makers at all levels to maximize sales potential.
- Coordinate project's scope of work with the Estimating Dept. for pricing and bidding.
- Follow up on all bids to make the sale.
- Set up lunch & learn presentations to demonstrate the recommended practices of GFRC. ( AIA credits for Architects)

**Qualifications (education, experience, personal attributes):**

- College graduate
- Previous sales experience preferably related to the commercial construction industry or masonry products
- Self-motivated, Confident
- Strong written and verbal communication skills, professional image
- Willing to travel to client's office or jobsites
- Competitive, Passionate and Driven
- Strong organizational and time management skills

**If you're ready** to raise the bar, challenge your potential and exceed your goals, we encourage you to submit your resumé to [GFRC5@GFRC.US](mailto:GFRC5@GFRC.US)

We will contact you upon receipt within 2-3 business working days.