

JOB TITLE: Outside Sales Representative

REPORTS TO: Branch Manager

DEPARTMENT: Sales

FLSA STATUS: Exempt

TYPE: Full-time Commission

COMPANY OVERVIEW

RAM TOOL distributes specialty construction materials to commercial construction companies. Everyone in our organization is in "sales," because a sale is more than a transaction: it is an interaction, one that leads to a prompt solution.

JOB DESCRIPTION

Objective

Outside Sales Representatives are responsible for cultivating relationships with RAM TOOL customers, generating sales of commercial construction supplies, and problem solving for customers to ensure the ease of business flow between the companies. An Outside Sales Representative spends the majority of his/her time in the field making sales calls on customers' construction job sites, reporting sales to the Inside Sales Team, and communicating with the Branch Manager and the Operations Team regarding various customer needs.

Summary

- Increase sales in respective accounts
- Manage assigned accounts with integrity and a sense of urgency
- Call on prospective customers and create a customer relationship
- Communicate consistently with Inside Sales Representatives, the Branch Manager, and the Operations Team
- Prepare sales information for the customers
- Prepare quotes for customers in cooperation with Inside Sales Representatives and/or the Branch Manager
- No supervisory responsibilities

Essential Functions

Reasonable accommodations may be made to enable individuals with disabilities to perform the following essential functions of this position:

- Physically drive a half-ton RAM TOOL truck to the construction job sites of 10-15 customers per day, averaging approximately 150 miles per day
- Navigate through all facets of each customer's job site, including, but not limited to, walking through rough terrain, climbing ladders and construction stairwells, and walking around on various floors of unfinished buildings
- Endure outside conditions that include inclement weather, heat and humidity, and exposure to dust and loud noise
- Immediately report sales to the Inside Sales Team at his/her respective branch
- Make last minute deliveries of construction supplies to customers' job sites, which includes driving to the branch's warehouse, loading and unloading his/her RAM TOOL truck with the construction supplies that the customer ordered, being able to lift up to 50 lbs., and being able to perform assisted safe lifting of larger items
- Attend monthly meetings with Branch Manager at local branch office to conduct one-on-one customer account reviews
- Attend monthly or bi-monthly sales meetings with the Outside Sales Team at the local branch office
- Communicate daily with Branch Manager and Operations Team regarding various customer needs
- Prepare sales information for customer, which includes, but is not limited to, obtaining and printing out sales quotes from Inside Sales Team, picking up product catalogs, conducting an internet search of and printing off copies of product descriptions
- Participate in ride-alongs with Branch Manager and vendors to facilitate sales

Physical Demands

An employee must meet the following physical demands in order to effectively execute the essential functions of this job:

- Talk, hear, stand, walk, use hands to finger, handle or feel; reach with hands and arms
- Lift up to 50 lbs. and engage in assisted safe lifting of larger items
- Must be able to sit; climb or balance; and stoop, kneel, crouch, or crawl
- Must be able to lift, push, pull or carry objects, use abdominal and lower back muscles to provide support over time without fatigue and to effectively jump, sprint or throw an object
- Requires good manual dexterity (hand, hand with arm, two hands) and multi-limb coordination
- Must be able to quickly move arms and legs
- Must be able to work around moving mechanical parts with exposure to hot and cold conditions, dust, dirt, fumes, odors, airborne particles, vibration, and loud noise
- Vision abilities required to maintain driver's license
- Excellent stamina is required

Requirements/Qualifications

- Bachelor's degree or 2 year degree (although additional industry experience may be considered in lieu of degree)
- 1 -2 years of experience in outside sales, preferably construction supply sales
- Must pass drug screen and background check
- Must have had a driver's license for at least 5 years
- Ability to drive all Non CDL vehicles (including, but not limited to trucks, flatbeds, trailers, etc.), or willing to learn

Work Environment

- The work environment is a fast-paced dynamic environment.
- RAM TOOL's regular hours of operation are 7:00 a.m. to 5:00 p.m. Monday through Friday. Particular work schedule for this position is determined by the supervisor.
- Possible weekend work necessary.
- This position requires no overnight travel.

Success Characteristics

- Heroic Service
- Integrity
- Sense of Urgency
- Maximizing Talent
- Win Through Relationships
- Strong Work Ethic
- Positive, Upbeat, and 'Can Do' Attitude
- Dynamic Problem Solver
- Excellent Communication Skills

Note: This job description is intended to provide a summary of the required responsibilities of the employee for this position. It is not intended to include a comprehensive listing of *all* of the activities and responsibilities of the position. RAM TOOL may change this job description at any time with or without notice. This job description does not constitute a contract of any kind.

EEO Statement

RAM TOOL provides equal employment opportunity for everyone regardless of race, color, national origin, religious persuasion, creed, sex, age, pregnancy, marital or parental status, sexual orientation, gender identity or expression, genetic information, citizenship, political affiliation, veteran or military status, disability, or any other characteristic protected by law. RAM TOOL complies with all federal, state, and local laws governing nondiscrimination in employment in every location in which it has branches.