

Sales Account Manager

U.S. InterLoc Matting, Inc. is a rental and sales company. We specialized in event mats which are used by various industries for event flooring, tent flooring, stadium ground protection covers and construction temporary roadways. We also provide our customers with full-service installation. To learn about us, please visit us at www.usinterloc.com. We are looking for sales driven candidates to join our team.

JOB SUMMARY

The Sales Account Manager position is an inside sales role that offers a solid training opportunity to high performing individuals, who have thrived in a prior sales environment. In this role, you must be comfortable placing heavy outbound calls to generate business. You will be calling various companies in the events, concert promoters, construction, stadium, universities and parks & recreation industries to source business. You will be responsible for generating interest and leads and nurturing these into business clients. You will be accountable for building new client relationships and closing sales.

This position offers tremendous room for growth within our expanding organization based on the ability to meet performance standards. Specifically the Sales Account Manager will make 100+ calls per day to business owners to solicit new business for event flooring rentals or purchases.

RESPONSIBILITIES & JOB DUTIES

- Initiate calls (cold calling) to customers in the industries to obtain rental business
- Search for new client
- Maintain and build a database of prospective clients
- Explain various event flooring products and usage
- Meet and exceed call activity targets
- Logically document and maintain data on weekly production log
- Help maintain accurate lead distribution and reporting
- Assist on other marketing and sales related projects as assigned
- Assist with job installation and warehouse duties as assigned
- Must be willing to travel when necessary

Qualifications

- Events or construction experience a plus!
- Excellent communication (both written and verbal) and customer service / follow up skills
- Ability and desire to sell and market products via phone
- Enjoys a fast pace, new activities, change, and variety
- Quick to act and creates a sense of urgency in others
- Can move forcefully to get results
- Uses direct, action-oriented approach to solving problems.
- Knowledge of and the ability to use Microsoft Office products (Outlook, Excel, Word)
- Team player with the ability to maintain effective working relationships with co-workers and management
- Thrives on deadlines and overcoming obstacles to reach goals
- The ability to work well in a fast-paced environment
- Must be a self-starter and can work independently or with little supervision

Benefits

- Base salary + Commission
- Position is full time, Mon-Friday 8:00 am – 4:30 pm
- Business casual office attire

Daily Goals:

- You are expected to garner 10+ inquires per week
- You are expected to garner accurate and quality potential clients
- To ensure you achieve your goal, you are expected to make 100+ phone calls per day to effectively target your goals.

Working Conditions and Environment/Physical Demands

Must be able to sit for long periods of time and work continuously for hours on a computer; Finger dexterity is needed to access, enter and retrieve data using a computer keyboard or calculator and to operate standard office equipment. Must be able to handle a high stress environment. The position will occasionally require traveling and installing of the flooring mats at events and/or locations out of town. Applicant must be able to lift at least 50+ pounds and work in various weather conditions.

Experience:

- Events or construction experience is a plus!
- Call center: 1 year (Required)
- Sales: 1 year (Required)
- Inside sales: 1 year (Required)

Education:

- High school or equivalent

How to apply: Send your resume to sales@usinterloc.com