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| **JOB DESCRIPTION** | | | |
| **position** | Engineering Design Sales | **Employment Type** | Full-Time |
| **supervisor** | VP sales | **Department** | Outside Sales |
| **flsa status** | Exempt |
| **date** | September 2019 |

**Position Purpose**

Outside Sales Representatives sell a full line of distribution products to our customers. This position will focus on bringing profitable work to Engineered Steel Products by expanding our selling geography.

**Essential Functions**

* + Self-motivated and independent sales style that recognizes potential customers and opportunities
  + Knowledge of trusses, designs, and assemblies
  + Calling on contractors, general contractors, engineers, and architects
  + Coordination with key personnel at ESP
  + Follow sales direction from VP Sales, VP Marketing and Product Dev. and Karl Klostermann
  + Travel: 7-10 days per month – mostly within a 300 mi radius of STL
  + Persistent selling, inquiring, and follow up
  + Always assumes responsibility for knowing and observing our rules of conduct and safety

**Qualifications Necessary**

Knowledge

* 2-4 years related experience in construction outside sales
* Ability to read construction plans and drawings.
* Technical knowledge of the construction industry – specifically trusses and related shapes
* Some college education preferred
* Ability and desire to learn about new products and services
* Ability set a travel plan
* Solid communication and reporting skills

Interpersonal

* A positive attitude and the ability to maintain professional, long-term co-worker, customer, vendor, and business relationships
* Service oriented and a dedication to win customers ‘for life’
* Strong professional verbal, written, and reporting communications skills
* Ability to work effectively across all levels of management
* Detail-oriented with the ability to manage multiple tasks, simultaneous projects and conflicting deadlines
* An innovative approach to resolving problems and delivering results
* Ability to thrive in a fast-paced, ever-changing environment
* A flexible attitude that can navigate unexpected change as it arises

This job description is intended to convey information essential to my understanding of the scope of the position; as it is impossible to document every aspect of a job, I understand that I am expected to follow the directions provided to me by my Supervisor and to contribute to a productive work environment at all times.

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Print Name Signature Date