

## **JOB POSTING: FIELD SALES PRECAST CONCRETE**

1 of 2

**AIRMATIC, Malvern, PA**, is an industry-leading supplier of products and services to the Industrial, Construction and Utility Market. We need technically inclined, results-oriented sales professionals who can make an impact on our Company by growing product sales at established accounts, and qualifying and closing sales at prospect accounts in our target markets: Producers of Precast, Prestressed and Tilt-Up Concrete Products. Our Product Manager will join a Team of smart, hard-working co-workers who are driven to exceed Customer expectations. This opportunity can require 7 to 9 overnight travel days per month. Positions available in Southwestern and Western States Territories.

### **RESPONSIBILITIES:**

- Grow AIRMATIC's revenue and profitability with assigned existing accounts
- Develop a sales pipeline using field-call relationship building, telephone and e-mail prospecting, and personal and social networking to identify new business at current Customers and to engage Prospects
- Qualify Prospects and provide accurate sales pipeline reporting
- Manage activities and opportunities through all stages of the Customer life-cycle using our CRM Software
- Consistently meet or exceed sales goals and objectives
- Provide input to sales and marketing management based on Customer and Prospect feedback

### **POSITION REQUIREMENTS:**

- Ability to understand and apply mechanical concepts and principles
- Ability and work ethic to succeed as a professional and successful Product Manager
- Highly motivated with focused ambition and drive
- Overnight travel based on Customer and Company needs (7 to 9 nights/month)
- Type ≥ 50-wpm; CRM software-use mandatory
- Ability to develop business relationships at the decision-making level
- Background in Precast Concrete Experience or Industrial/Mechanical products
- Demonstrable track record of success which includes consistent achievement of goals / targets
- Excellent written, verbal, listening, and social skills
- Desire and ability to work in a company culture that rewards sound judgment, honesty, passion and hard work

### **APPROPRIATE SKILLS, ATTRIBUTES, AND INTERESTS:**

- Become an engaged student of the AIRMATIC sponsored SANDLER SYSTEMS professional selling process
- Recognize the importance of industrial equipment sales in helping the world work
- Demonstrate expertise in problem solving
- Place value on process-oriented thinking and behaviors
- Possess a Bachelor's Degree in Business or a Technical Discipline, eg, Concrete Industry Management; an Engineering Degree is a plus.
- Embrace a culture that values Cathedral Builders – not Bricklayers

AIRMATIC provides ongoing product training, sales training and coaching from our nationally recognized professional sales-process partner, and ongoing business skills training, marketing and sales support, and coaching and mentoring to help elevate both our Associates and our Company.

## **JOB POSTING: FIELD SALES PRECAST CONCRETE**

2 of 2

### **COMPENSATION:**

Compensation package includes a base salary commensurate with experience, and bonus opportunities. In addition to a company car and expenses, the Company offers a comprehensive benefits package including a 401(k) Plan and Profit Sharing.

### **AIRMATIC HIRING PROCESS:**

Qualified Applicants are invited to submit a resume and a personalized cover letter. Qualified Candidates who meet key criteria and appear to be a good fit will be notified by email of our interest, and will be prompted to complete an inventory of assessments including: Sales Aptitude, Mechanical Aptitude, Cognitive Ability, Critical Thinking, and Typing Proficiency Tests. Success in this stage of the process will move Candidates to a Telephone Interview by our Sales Director followed by an In-Person Interview by our Hiring Team. A screening service company is used to validate the information provided.

### **ABOUT OUR COMPANY:**

AIRMATIC is a fourth generation, woman-owned company founded in 1944.

To learn more, visit us at <http://www.airmatic.com/company-overview-html/>.

Note: AIRMATIC Facilities are non-smoking and the Company makes no accommodations for smokers.