**Outside Sales Representative**

We are a well-established, family-owned, and operated geosynthetic supply and construction company in business for over 47 years. We are looking for qualified sales associates for our location in Kent, WA. Our successful sales representatives make 15-16 sales calls on existing and new business prospects daily. They consistently grow their business through the development of existing accounts and new business development.  
We are seeking energetic performing, dynamic individuals with a "take care of the customer" attitude. The Ideal candidate will:

* Have a strong background in construction sales and engineering contracts
* Have a working knowledge of Excel, Word, and Outlook
* Display a strong work ethic and honest sales approach
* Have the ability to work in a team atmosphere and be people- oriented
* Be organized, detail oriented and self–disciplined
* Carry the ability to connect with decision makers and build a lasting relationship
* Contacting prospects on the phone and in person/cold calling
* Be willing to traveling to and participate in trade shows and symposiums to network with customers and prospective customers
* Possess a valid Driver’s License with clean record

Qualifications:

* Outgoing and driven personality with good customer communication skills
* Strong organizational, critical thinking, creativity, and verbal and written communication skills
* Possess excellent planning and presentation skills
* Successful sales background, with high individual achievement and experience in teamwork atmosphere
* Minimum 2-Years College with a focus on Sales or Business
* A minimum of 3 years Outside Sales B2B in construction or related field, with 1-year cold calling

Benefits include:

* Sign on Bonus
* Medical/Dental/Vision/Health Savings Account
* 401K Company Matched
* PTO
* Contributions to Charity
* Quarterly Lunches
* Quarterly Events
* Profit Sharing
* Major Holidays

Compensation**:**

Salary: DOE

Masks required

“Helping to Protect the Environment and Lead with Integrity”