

Sales Associate

At SteelCo Buildings, we pride ourselves on fostering a collaborative, growth-oriented environment where your skills and drive can make an impact. With over 20 years of experience in the industry, SteelCo Buildings has built a reputation in the steel building industry for top-tier, customizable PEMB building materials along with polished professionalism and service. We specialize in pre-engineered steel buildings and components, serving diverse clients with tailored solutions. Our commitment to exceptional service, efficiency, and value-driven results sets us apart from competitors.

As a Sales Associate, you will play a pivotal role in driving our company's growth by developing business relationships, delivering tailored solutions, and exceeding customer expectations. You'll represent SteelCo Buildings with professionalism and confidence while guiding customers to select the best pre-engineered metal building options for their needs.

Your contributions will ensure a seamless sales process, helping SteelCo maintain its reputation as an industry leader and trusted partner.

POSITION OVERVIEW

Business Development and Sales: Proactively sell pre-engineered metal buildings and components, generating new opportunities and achieving sales goals.

Customer Relationship Management: Build and maintain long-term relationships by delivering tailored solutions and ensuring customer satisfaction.

Sales Operations and Documentation: Maintain accurate job files, utilize pricing systems, and manage documentation to streamline the sales process.

Collaboration and Communication: Partner with internal teams to ensure seamless project transitions and serve as a trusted advisor to customers.

Benefits

- Base Salary plus commissions
- 401(k) match
- Health insurance, vision, dental and life insurance
- Collaborative and fun work environment

QUALIFICATIONS

- A highly motivated self-starter with a passion for sales and customer success.
- Proven ability to exercise sound judgment and adapt to changing priorities.
- Strong interpersonal and communication skills, including effective phone etiquette and presentation abilities.
- Excellent listening skills, with the ability to recognize and act on buying signals.
- Proficiency with basic computer systems and CRM tools.
- Customer-focused mindset with goal-oriented and problem-solving abilities.
- Confidence in negotiating and closing sales opportunities.
- Reliable transportation and a commitment to punctuality.
- Experience in the construction or building materials industry is a plus.
- Proven ability to manage multiple tasks and meet deadlines in a fast-paced environment.
- Strong organizational and record-keeping skills to ensure accurate job tracking.
- Ability to identify cost-saving opportunities and value-driven solutions for customers.
- A commitment to continuous learning and professional development.

To apply for this position, please visit: www.steelcobuildings.com/careers