



## JOB POSTING

**ROLE TITLE:** Outside Sales Representative  
**DEPARTMENT:** Outside Sales  
**LOCATION:** Salem, OR  
**REPORTS TO:** Sales Manager  
**OPEN DATE:** November 10, 2017

**REQUISITION #:** 17-SAL-18

**TO APPLY:** *To apply please e-mail your resume to [careers@bluescope.us](mailto:careers@bluescope.us)*

### **FUNCTION SUMMARY**

Our people and our customers proudly bring inspiration, strength and color to communities with BlueScope. Our people are our strength. What do you think about joining a team that creates value and trust through superior products, service and ideas?

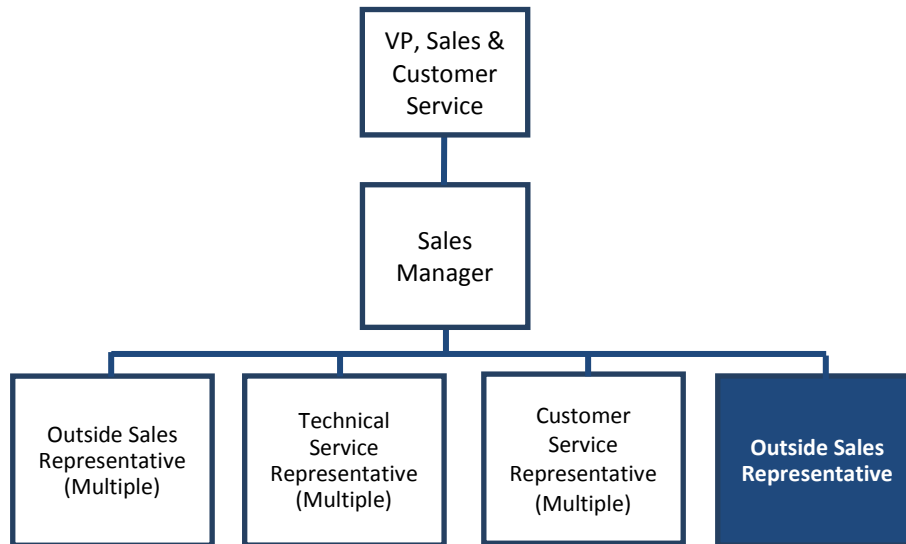
**AEP Span**, a Division of ASC Profiles, LLC. is a leading manufacturer of architectural metal products, offering performance rated structural roof and siding. AEP Span affords the architectural community design flexibility and freedom of expression by allowing architects to design and specify roofing and framing systems for new construction and re-roofing applications. AEP Span blends traditional design with contemporary technology and tested values. The innovative thought that goes into the product design, customer service and consideration for the installer is what makes AEP Span's roofs and walls protect not only buildings, but reputations. AEP Span has operations in Tacoma, Washington; and Fontana, California.

### **FUNCTION SUMMARY**

- Develops new sales opportunities with customers in defined channels and segments. Main customer contacts will be contractors, architects, designers and/or specifiers.
- Builds relationships with current accounts and customers in assigned territory.
- Achieve assigned sales territory objectives through steering effort to profitable products and profitable customers by maximizing promotion and sales activity
- Manages entire sales process in assigned territory, including forecasting, pricing, quotes, inquiries, follow up and closing of sales.
- Generates incremental volume in conjunction with inside and outside sales efforts, including marketing new and existing products.
- Partners with sales peers on open bid work to drive further development and closure.
- Proactively researches and assesses market trends and utilizes information to drive growth in assigned territory.
- Builds and maintains a database of prospective clients/projects using CRM(Salesforce).
- Tracks and reports market trends/intelligence using CRM(Salesforce)
- Maintains current knowledge of industry news, trends and initiatives.

## JOB POSTING

### REPORTING STRUCTURE



### KEY RELATIONSHIPS

- Critical to the success of this role is the ability to deliver outcomes through productive relationships with others. Important role relationships include:
  - VP Sales and Customer Service
  - Division Sales Managers
  - Outside Sales Representatives (OSR)
  - Customer Service Department
  - Operations Manager

### REQUIRED EXPERIENCE AND COMPETENCIES

#### Experience and Qualifications

- A bachelor's degree in business administration, economics, finance or an equivalent area of specialty is strongly preferred.
- 5-8 years of experience in an outside sales or business development role is required.
- Sales and take-off experience with roof and wall system is preferred
- Proven successful technical sales experience
- Experience with direct-to-market sales is required.
- Experience in the construction or building materials industry, specifically in commercial construction, working with contractors and architectural firms.

#### Key Competencies

- Strong sales, presentation and negotiation skills
- Strong customer orientation
- Attention to detail and a high level of accuracy
- Proficiency in the English language, with effective oral and written communication skills
- Excellent organizational skills



## INTERNAL JOB POSTING

- Ability to multi task, prioritize and manage time effectively
- Ability to analyze and solve problems effectively
- Ability to communicate effectively with decision makers
- Ability to drive results and work independently

*EEO Employer/M/F/Disabled/Protected Veteran*

*BlueScope is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, gender identity, age, status, as a protected veteran, among other things, or status as a qualified individual with disability.*