

FIELD SALES REPRESENTATIVE

Northeast Traffic Control is looking for a talented and dedicated individual to join our team as a **Field Sales Representative**. NETC is a Temporary Traffic, ITS (Intelligent Transportation System), Roadway Safety Services, and Construction Company that covers all New England. We are a passionate group of professionals who serve the public (federal, state, and local governments), and private clients (Contractors, utility companies, real estate & institutional clientele) throughout the region. Together, we work to improve the safety and mobility of our roadways, work zones and in our communities. At NETC, we are always working to stay ahead of the curve on innovative technologies. We have been shaping the world of traffic safety for over 24 years and are always working with a vision toward zero deaths on our nation's roadways. We are dedicated to having a positive experience for our clients while providing opportunities to grow personally and professionally.

Position Description:

As a NETC Field Sales Representative, you would be responsible for outside sales interfacing with active clientele and potential new customers. Through hands-on training, you will gain knowledge of our day-to-day operations as well as an in-depth knowledge and understanding of our products, services, and functions. The Field Sales Representative will be tasked with visiting various levels of clientele throughout the New England region with the goal of obtaining sales by product knowledge and demonstration.

Position Responsibilities:

- ◆ Daily reporting to General Manager
- ◆ Monthly sales projections and goals
- ◆ Client interfacing regarding sales
- ◆ Interact and communicate with staff at all levels
- ◆ Working closely with Project Managers and Assistants on client needs and job requirements
- ◆ Reviewing of orders and design plans to ensure accuracy and compliance
- ◆ Quantity tracking and cost estimating
- ◆ Providing estimates and quotes for clientele
- ◆ Working closely with the Ecommerce Manager tracking quantities and facilitating online sales

Position Requirements:

- ◆ Excellent verbal, written and interpersonal communication skills
- ◆ At least two years of General Construction Sales Experience
- ◆ Ability to work both independently and in a team setting, maintaining professionalism
- ◆ Self-motivated, ability to think independently and problem solve
- ◆ Organized and paying great attention to detail
- ◆ Familiarity with traffic control products and services
- ◆ Must possess minimum of High School Diploma or equivalent
- ◆ Must be able to pass pre-employment drug screening, background check, and RMV driving history reviewal
- ◆ Must possess valid/ active driver's license and a clean driving history

Compensation: Competitive compensation and benefits commensurate with experience

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Website: nettraffic.net Candidates may also send resumes to: jrehlander@nettraffic.net

As an equal opportunity employer, Northeast Traffic ensures that all qualified applicants will receive equal consideration for employment without regard to race, color, sex, sexual orientation, gender identity, gender expression, religion, creed, national origin, age, ancestry, disability (physical or mental), medical condition, citizenship, marital status, pregnancy, veteran or military status, genetic information or any other characteristic protected by applicable law. If you are a candidate with a disability, or are assisting a candidate with a disability, and require accommodation to apply for one of our jobs, please email us at jrehlander@nettraffic.net

Do you have a minimum of a high school diploma or equivalent?

Do you have a valid/ active Driver's License and clean driving history?

Do you have at least two years of General Construction Sales experience?