Outside Sales Representative

Buell Recreation, LLC-Oregon & Washington

Buell Recreation is a premier sales agency and specialty contractor providing customers with industry leading playground, athletic and park equipment. Customer base includes Park & Recreation Departments, School Districts and Landscape Architects. From research to ribbon cutting, we guide our customers through every step of the project, helping to create inspiring community spaces that can be enjoyed for decades.

The Outside Sales Representative will actively promote turnkey solutions, services, product sales and brand presence of Buell Recreation in the large and growing territories of Oregon and Washington.

Core Responsibilities Include:

- Meet with landscape architects, municipal governments, school districts and housing authorities within the sales territory to promote the Company and our offerings. Includes pre- and post-sale in-person engagement with customer to understand and manage needed scope of work.
- Work with General Manager to develop strategies for different product lines and territory needs. Success will be measured by annual goals and objectives.
- Be a product, design and construction specialist to propose creative solutions for customers.
- Ability to effectively and efficiently manage workflow with a keen attention to detail in a fast paced work environment.
- Manage construction projects, which represents a key segment of business within the territory.
- Utilize cloud based CRM system for efficient, shared customer tracking and project management. Execution of administrative needs for territory, including quoting and placing orders for customers.
- Travel within the sales territory for in-person meetings and project management.

The ideal candidate will have a BA or BS in Business or Construction Management, plus two years minimum work experience in sales and/or construction management. The Outside Sales Representative needs to be self-motivated and self-directed with excellent communication skills, time management and integrity to effectively multi-task multiple customer types and projects at various stages. Experience with Sales Force Software a plus.

Initial compensation will be a competitive salary commensurate with experience and education. After year one, compensation will be a combination of salary and commission.

Job Type: Full-time

Required experience:

- Sales or Construction Management: 2 years

Required license or certification:

- Drivers License

To apply send Letter of Introduction & Resume to Doug Buell via email: doug@buellrecreation.com