

AGGREGATE SALESPERSON

Department: Sales
Classification: Salaried

Reports to: VP of Construction
Location: Winchester, NH &
Western, MA
Revised: August, 2020

Position Overview:

The primary function of this position is to provide the greater Western Massachusetts and South Western NH areas with an experienced Aggregate Salesperson. This person will be responsible for visiting customers to promote the sale and use of aggregate products. The aggregate salesperson will maintain a professional relationship with customers. This position has growth potential.

Essential Duties and Responsibilities:

- Develop aggregate item pricing for projects.
- Responsible for promoting the sale of aggregate.
- Maintain professional, effective, and efficient communication with customers, engineers, contractors, and highway superintendents.
- Travel between locations, job sites, and customers.
- Other duties as assigned

Education/Experience Required:

A Bachelor's degree preferred but not required and 2+ years of professional experience in estimating with paving/aggregate sales background. Computer literacy required, with proficiency in Microsoft Office software. Must possess strong written and oral communication skills.

Physical Demands

The physical demands described below are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is frequently required to stand, walk, sit and use hands to finger, reach with hands and arms, handle, feel, talk listen and smell. The employee is occasionally required to climb or balance, stoop, kneel, bend, crouch or crawl. The employee must frequently lift and/or move up to ten pounds and occasionally lift and/or move up to 25 pounds.

Special Requirements

Responsible for company vehicle, therefore a valid driver license and clean driving record is required.

Work Environment

The noise level in the work environment ranges from moderate in the office to occasionally loud at field locations.