



AGGREGATE SALESPERSON

Company: Auburn Asphalt
Department: Construction
Classification: Salary

Location: Maine
Reports to: Maine Area Manager
Revised: November 2023

Position Overview:

The aggregate salesperson 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.

Work Conditions

Incumbent must be able to tolerate moderate to loud noise level (PPE will be provided, including hearing protection as required), long hours standing, walking, and laboring outdoors in varying weather conditions – frequently in extreme heat.

Special Requirements

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

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. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is frequently required to sit, use hands, reach with hands and arms, handle, feel, talk, see and listen. The employee is occasionally required to stand, walk, climb stairs, stoop, bend, twist, kneel and crouch. Employee may sit for an hour or more at a time.

Other Accountabilities/Responsibilities:

Performs related and unrelated duties as may be required.

Education/Experience Required:

A Bachelors 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.

**Supervisory Scope:**

None

Independent Action:

Performs work independently within scope of established guidelines and practices.

Qualifications:

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed above are representative of the knowledge, skill and/or ability required. Any physical demands or work conditions described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.