

Position Title: Regional HDD Sales Representative

Location: Supports All 4 Branches: Forest Park, GA, Carrollton, TX, Prague, OK, Houston, TX

Duration: full-time

Position Summary:

- Outside sales throughout the Midwest and Southern Regions specializing in products relating to Horizontal Directional Drilling.
- Travels through the assigned region to close and grow sales through professional communication with existing and potential customers.
- Visits new and existing customers at their office or jobsite and may need to demonstrate a HDD related product.
- Sells and promotes Georgia Underground's HDD products and other product lines to existing and prospective customers through a relationship-based approach.
- Contacts and assists new and existing customers to discuss and select the best products suited to their needs and to explain how specific products and services can meet their needs.
- Answer customers' questions about prices, availability, and product uses.
- Receives requests by telephone or email for price quotations/verifications, purchase orders, government bids, and changes or cancellations directly from customers.
- Produces sales quotes, sales orders, and invoices for customers.
- Responds in timely manners to customers' inquiries/information needs and provides positive, courteous service to customers, answers questions regarding product line, prices, delivery times, warranty periods, and customer service.
- Utilizes customer service to send product literature, catalogs, reference, and other data to customer as needed.
- Works with vendors to secure availability of products, quotes, lead times, and product questions.
- Provides feedback for the assigned region on the market situation, new opportunities, and potential customers.
- Target new and existing accounts within the Utility Construction sectors for new business.
- Provides support to the other branches for HDD related questions that may pertain to purchasing new HDD products or assisting other sales representatives' customer.
- Provides support, assistance, and communication to all four branches.
- Works professionally alongside our other HDD Sales Representative.
- Reports to Branch Manager, Executive Manager, and General Manager.

Requirements

- Has previous knowledge on products relating to horizontal directional drilling.
- Must pass a background check.
- Clean driving record.
- Successful record of HDD sales experience or familiarity with the sales process.
- Proficient with computers and capable of learning new systems such as Microsoft Office, Sage 100, and CRM
- Ability to work successfully in a team environment as well as independently.

- Ability to adapt and learn new products, procedures, or practices within the organization.

Helpful Skills and Experience

- Familiarity with drilling fluids, drill pipe, collars, drive chucks, sub savers, sonde housings, paddle bits, rod wipers, starter rods, locators, jaw dies, pulling eyes and other related HDD products.
- Strong ability to take initiative and confidently direct customer interactions.
- Prior Customer Support
- Excellent verbal and written communications skills with direct customer contact.