



Outside Sales Representative

Location Address: 3636 S 43rd Ave, Phoenix, AZ 85001

Compensation: Market Value Dependent on Experience

Ready for a fast-paced job where you can provide the literal groundwork that connects communities together? Join Summit Materials – a construction materials company leading the industry – where we build the foundation for a better tomorrow.

Summit Materials consists of more than a dozen local companies that supply aggregates, cement, ready-mix concrete, asphalt paving, and construction services in the United States and western Canada. At Summit Materials, we support our teammates who lay the groundwork for our communities and live by our core values: Safety, Integrity, Sustainability, and Inclusivity. We're passionate about our teammates, our work, and our communities. Each of Summit's companies celebrates their individual legacies, but together - we are Summit Materials.

Benefits

We care for you and your family: We offer comprehensive medical, dental, and vision insurance plans to support the health of you and your family.

We prepare for the unexpected: We offer life insurance, long-term disability, and short-term disability coverage at no cost to you.

We invest in your career growth with Summit Materials and beyond: Get access to our Discover Learning catalog with thousands of available courses to support your professional and personal development. You can learn on-demand, at your own pace, and from any device.

We embrace your well-being: We know that your well-being is more than just physical. We're here to provide teammates with the resources and tools they need to stay healthy and feel supported, including an Employee Assistance Program (EAP) with free counseling, financial resources, and more.

We support your personal goals: We provide a financial foundation as you plan for the future. Our programs, like our 401(k) plan where we match up to 4% of your annual income, are designed to help you prepare and reach your goals for you and your family.

We give you time to recharge: We offer our teammates Paid Time Off (PTO) so they can recharge and relax with family and friends.

Overview

This is a skilled position with a primary responsibility to provide customers with product knowledge and pricing information for a variety of project levels.

Position requires a candidate to have a pleasant and accommodating attitude, while being proactive to situations that are constantly changing.

Roles & Responsibilities

- Create new sales territories utilizing effective interpersonal skills.
- Execute canvassing methods to generate and secure new business.
- Direct new accounts while maintaining existing client base.
- Implement troubleshooting schematics to resolve all customer complaints and problems
- Institute new sales ideas conducive to overall company profit.
- Maintain thorough product knowledge.
- Supply related materials to clientele with appropriate technical support as required.
- Interface with clients to negotiate and close sales, and establish credit lines via respective authorization.
- Track and report on bidding processes to Sales Manager.

Skills & Experience

- Must be able to demonstrate teamwork and ethical work habits.
- Job Site Representation, including assisting drivers on site (backing up, ease of access, and job site safety checks)
- Must have understanding of concrete in order to perform troubleshooting when necessary
- Must be able to maintain composure under stressful situations.
- Ability to follow verbal and written instructions.
- Ability to read plans and specs for Commercial project bids.
- Ability to perform the necessary mathematics for concrete construction.
- Ability to gain information on market pricing trends through relationships with customers.
- Possessing intermediate to advanced computer skills are a must as there will be bidding and entering customer pricing data.
- Basic Microsoft office product knowledge, CMD data knowledge preferred.
- Geographical knowledge of the specified delivery area is desired.
- Drivers License is required.
- High School diploma required or a bachelor's degree in a related field preferred.
- 3-5 years relevant industry experience required

Build a lasting career with us. Apply now!
Thank you for considering a career with Summit Materials.

At Summit Materials, we provide the foundation to connect our communities today and build a better tomorrow. We value all our communities – including our diverse internal community of teammates that makes us stronger. No matter your race, ethnicity, gender, age, or anything that makes you who you are...you belong.

If you need an accommodation or other assistance in order to apply for a specific job posting on the Summit Materials web site, please call Corporate Human Resources for assistance at (303) 893-0012.