

REGIONAL SALES REPRESENTATIVE

12/1/17

Westfield, NJ and surrounding areas

REPORTS TO: VP of Sales

COMPANY OVERVIEW:

REDCOM Design & Construction LLC is a privately-owned construction company that has in-house engineers, architects, and project managers. We take a construction project from design to completion. Our core business is General Contracting. Our market is all of New Jersey and parts of the surrounding States. This opportunity will provide you with a very well-paid career. We have a great support team, training program, and provide a generous salary plus commission including health benefits, vacation, education allowance, and paid holidays.

POSITION SUMMARY: We are seeking a mid-level experienced, sales hunter to manage the Company's sales activities throughout the Industrial and Commercial sectors of Central and North Jersey. Each Sales Rep is expected develop a high-level knowledge of our services and our sales process. Team members are also expected to attend all company functions as well as networking events and meetings.

ESSENTIAL FUNCTIONS:

- Identify, originate, execute, lead and manage all aspects of industrial & commercial development in central and north Jersey.
- Develop, manage, nurture and collaborate with land owners, brokers, lenders and other deal source networks.
- Maintain productive relationships with architects, attorneys, engineers, township officials, vendors and community partners to originate and execute projects.
- Cultivate, manage and maintain a pipeline of stage 1,2,and 3 leads new development.

DUTIES AND RESPONSIBILITIES:

- Takes lead on the day-to-day development processes, including but not limited to land acquisition and entitlements;
- Spends a portion of his time on new-business origination, either in active collaboration with the appropriate City Head or independently but with the City Head's full knowledge;
- Collaborates with the respective City Head in the deal-making process from beginning through value creation and realization;

Note: Position requires extensive/frequent travel to regional and/or project sites, and may include travel to other regions, as required.

POSITION QUALIFICATIONS:

- Regularly exercises independent judgment and decision-making to resolve day-to-day operational
- Analyzes and recommends solutions to overcome project hurdles and setbacks.

- Follows procedure and protocol. Focused level of attention and concentration to the tasks at hand.
- Ability to work independently with minimal supervision.
- Effectiveness of both written and verbal skills. Communicates and/or understands instructions, sells ideas, obtains acceptance and action. Accurately informs supervision and subordinates of important developments.
- Ability to understand and explain basic square footage calculations and review proposal for completeness.

- Manage annual sales expense budget.
- Demonstrates resourcefulness and independence in carrying out responsibilities and assignments.
- Applies learning to new situations.

SKILLS & ABILITIES:

- Bachelor's degree or equivalent experience required. 10+ years of industrial real estate development experience along with knowledge or development best practices.
- Strong negotiating and collaboration skills as well as sound political judgment.
- Proficient in Microsoft Office and Salesforce.

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