

OUTSIDE SALES



Job Expectations:

Customer Relationship Management

- Build and maintain strong relationships with new and existing customers.
- Conduct regular follow-ups with clients to ensure satisfaction and address any issues.

Customer Support and Follow-up

- Provide post-sale support to ensure customer satisfaction and address any issues.
- Follow up with customers to secure repeat business and referrals
- Weekly Travel Required

THE RAILROAD YARD OFFERS:

**COMPETITIVE PAY, MEDICAL, DENTAL,
VISION INSURANCE, 401K & PAID TIME OFF**

Outside Sales Openings at Steel and Pipe Supply Company

The Railroad Yard, INC.

** Weekly Travel Required **

Job Highlights:

- * Family-owned Steel and Pipe Supply company was established in 1978.
- * Salary : 60K + with growth plan
- * Benefits: 401K with 4% match, group health, dental, and vision insurance, paid holidays, and PTO.
- * Job Type: Full-time with weekly travel.

Qualifications:

- * Previous successful experience meeting with both current and potential customers to build and maintain relationships with them.
- * Ability to coordinate shifting priorities and effectively manage your time.
- * Current knowledge of the Steel and/or Pipe industry is a plus.

Responsibilities:

- *Manage relationships with new and existing customers
- * Build customer base through prospecting, leads and referrals
- * Provide outstanding customer support with follow-ups to customers
- * Sit down with a customer to find products and solutions to meet their needs
- * Be informed and open to steel and pipe market conditions and trends

Benefits:

- 401(k) with 4% Match
- Dental insurance
- Health insurance
- Life insurance
- Paid time off
- Vision insurance