

United Structures, the leading Cold-Formed Steel Truss Fabricator/Erector has an immediate opening for a District Sales Manager position in the State of Florida. We are seeking a self-motivated individual with strong interpersonal skills and a positive attitude to join our sales team in promoting and providing customized solutions and services to our customers.

Requirements:

The ideal candidate will possess the following:

- 5-7 years in the area of Cold-Formed Steel Truss sales or business development in the construction industry.
- A Bachelor's degree in Construction Management, Civil Engineering, Business Administration, Marketing or related field is preferred but not required.
- Position requires involvement in industry association meetings, functions and gatherings for the purpose of business development and lead generation for the sales department.
- Position is responsible for creating design-build presentations, opportunities, and designs.
- Develop and maintain a Marketing Strategy.
- Become a Trusted Advisor, through Consultation, to current as well as new customers.
- Market United Structures and its products to indirect customers (i.e. – Architects, Engineers, etc.) and visit them.
- Assess competitive activity and identify customer requirements.
- Works with estimating department to ensure that bids and proposals are completed per the customer's requirements.
- Must have a competitive spirit and a can do attitude that supports a consistent drive to succeed.
- Utilize strong sales skills to influence customer decisions regarding Cold-Formed Steel Truss construction.
- Talent for building lasting, mutually beneficial relationships.
- Empathetic to customer concerns and the ability to investigate situations and create solutions.
- Construction drawings comprehension and processing some degree of business acumen are needed to be successful.

Compensation:

United Structures offers a competitive compensation and benefits package, as well as excellent opportunities for training and advancement.