



Outside Technical Sales Representative

Who we are

ASP Enterprises is a family-owned organization focused on customer service in the fast-paced construction industry. We strive to create strong partnerships with our vendors and customers and successful outcomes on our projects. We provide materials into a variety of project types including: transportation, environmental, commercial, residential and institutional. No project is too big or too small to get the ASP exceptional customer service experience and we look at every project as a way to strengthen our relationships and reputation in the industry.

Position Overview

We are actively searching for a **Outside Salesperson** for our Nebraska location. Sales Representative will focus on customer support and technical product promotion.

Primary duties and responsibilities include the following:

- First point of contact and support for a customer base. Strong communication skills are required and must have ability to work with customers on their needs
- Manage and grow relationships with clients by providing technical expertise
- Establish new client opportunities
- Develop strong product knowledge
- Promotional work with contractors, owners / developers, municipalities and designers. Promotional work includes formal presentations, trade shows, conferences and other industry events.
- Review and pursue project opportunities including finding projects out for formal bid. This includes plan and specification review.
- Preparing quotes and providing pricing information including value engineering options to customers
- Maintain market knowledge and information including competitor information.

Other duties and responsibilities include the following:

- Submit a sales call report on a weekly basis
- Complete expense reports
- Establish and work on a marketing and sales plan including specific goals.

Qualifications for the successful candidate include the following:

- Self-motivated and driven with the ability to work in a fast-paced dynamic work environment
- Willingness to work a flexible schedule that includes travel
- Strong communication skills both on the phone and by email
- Ability to multitask, prioritize and manage time efficiently
- Strong attention to detail and organizational skills
- Use of Microsoft programs- Excel, Word & Outlook
- Use of accounting system for quoting, order entry and CRM component.

ASP Enterprises offers a competitive salary and benefits including health care insurance and matching 401K.

Interested? Please contact Guy Litteken - Director of Sales 314-401-1554 or glitteken@aspent.com