



Outside Sales Representative

USA Industries in South Houston, TX USA

Benefits Offered

Medical, 401K, Life, Vision, Dental

Employment Type

Full-Time

OVERVIEW:

USA Industries was incorporated in 1982 with its origins dating back to 1959. We have deeply committed values to our Customers and Employees, as we consider them all part of the USA family. At USA Industries we look for self-motivation characterized by a high level of achievement to help us shape the face of USA Industries future; with an authentic commitment to people who share our overall business goals. When you join USA Industries Inc., you will have at your disposal the advice and guidance of a team of seasoned professionals from within the industry, enabling you to learn about the physical plant growth and building projects.

JOB SUMMARY:

The Outside Sales Rep will support USA Industries growing client base in rental and purchase. The Outside Sales Rep will channel feedback from the client base in order for us to understand its increasing importance to the future direction of USA Industries and the development of new products. Our business is the servicing the production, refining, and distribution of energy industries on a global scale. They will represent USA Industries products which encompass piping isolation, tube plugs, heat exchanger tools, and flow measurement equipment within power and petroleum systems.

JOB DUTIES AND RESPONSIBILITIES:

- Pre-Qualification of opportunities by researching relevant industry occurrences, existing customers, prospective companies, competitor's and their products
- Prospecting through outbound phone calls, outside business visits, networking, etc.
- Utilizing self-generated leads, as well as leads provided by the company, to explore business opportunities
- Trade show preparations and organization; participate in the sales strategy
- Initiating user meetings, appointments and "lunch and learns" of systems and USA products at Key accounts operations;
- Preparation of presentations for clients; including Power Point Presentations and Proposals
- Management of a personal sales pipeline with regular data input into the Company's CRM system "Goldmine"

- Preparation of sales activity reports for Monday Morning sales meetings to update previous week's sales activities
- Providing technical advice for installation/application issues at refinery or in client offices, and address any client issues with their local installation/shut-downs;
- Communicating with service teams that perform actual shut-downs for petroleum companies in order to seek opportunities
- Direct involvement in deliveries of USA Industries' products to clients
- Key role in organization of user meetings and resident inventory systems of USA products at Key accounts operations;
- Where applicable, service development within a consultancy work environment for the client;
- Act as Company liaison on rotating schedule to coordinate weekend and holiday operations in order to meet the needs of client's emergency off-hours business operations;
- Ensuring maximum usage and commitment to USA Industries, Inc. within the user-base;
- Undertaking installation/application issues at refinery or in client offices, and addressing any client issues with their local installation/shut-downs;
- Training of client service teams that perform actual shut-downs for petroleum companies
- Direct involvement in the rental delivery of USA Industries, Inc. to clients;
- Direct involvement in the development and direction of USA Industries, Inc. and its related product lines, including web delivery;
- Presentations at client offices; including Power Point Presentations
- Key role in organization of user meetings and resident inventory systems of USAI products at Key accounts operations;
- Where applicable, service development within a consultancy work environment for the client.
- Manage a sales pipe-line with regular data input so as to be able to account for triumphs and regrets
- Act as Company liaison on rotating schedule to coordinate weekend and holiday operations meeting needs of client's emergency off-business hours operations.
- Well versed in the strategic sourcing methodology and contracting strategies in order to broker cross functionality work processes and procure products and services needed in creating a comprehensive project where USAI will manage and be responsible for final product assembly
- Responsible to enter all customer calls, meeting activity, and competitive information in Goldmine(CRM).
- Participate in weekly sales meetings to update previous week's sales activities

QUALIFICATIONS:

Skills

- Knowledge of ERP systems (EPICOR, SAP, Great Plains), computer word processing and excel.
- Basic understanding of raw materials
- Conflict Resolution and Problem Solving experience
- Knowledge of production processes and flow of product
- Must be able to be effective in a fast-paced environment

Education

- Degree in Business, a technical field or equivalent work experience.
- Certified as C.P.M., A.P.P. or equivalent certification is preferred.

Work Experience

- 5-10 years of sales experience

Physical Requirements

- Must be able to communicate clearly and effectively, capable of listening intently; visual acuity to process paperwork. Must be able to sit at a desk for long periods of time.

About USA Industries:

USA Industries is an ISO 9001:2008 manufacturer & supplier, incorporated in 1982 with origins dating back to 1959, capable of customizing any product to your specifications. With our in-house engineering staff, we are able to design, manufacture and supply Piping Isolation & Testing Products, Tube Plugs, Orifice Plates, and Tools for Heat Exchangers for Rental or Sale.

Our clients include Fortune 100 companies & global leaders who need top quality, as well as small shops that value speed and availability! Whether you're looking to purchase or rent, we have millions of pounds of inventory on hand at all times, are available 24/7 and continually strive for operational excellence and customer service.