

Central Pipe Supply, Inc.
101 Ware Street
Pearl, MS 39208
www.centralpipe.com

Outside Sales Representative, Industrial Pipe and Valves

Reports to: Industrial Sales Manager
Territory: Jackson to South Mississippi Area
Peers within the company: 5 in Industrial Sales
Total employees: 61
Headquarters: Pearl, Mississippi
Other locations: Little Rock, Arkansas; Memphis, Tennessee

Central Pipe Supply Inc., in Pearl Mississippi, a leading supplier of industrial pipe, valves, and fittings has an opportunity to join a dynamic team as a Sales Representative. Known for offering Supreme Quality and Service after the sale, few positions become available with our company.

Recently named one of the Top 100 Private Companies to work for in Mississippi, Central Pipe Supply offers a team based work attitude and collaborative spirit that sets them apart. A family owned company where a safe and engaging work environment is normal operations and servicing customers is the ultimate business goal.

Description

As a Sales Representative for Central Pipe Supply, incumbent will monitor customer needs to achieve operational objectives and collaborate with organizational business partners to report results. Seeking out new customers in the territory is also a key part of this role. Be knowledgeable about the industry and keep up to date about competitors and trends. Lead the sales and customer support team for assigned territory and find solutions to create and maintain a high level of customer focus. By developing strong relationships with customers, the incumbent will create an environment that enhances loyalty for Central Pipe Supply products and services.

Key Qualifications

- Listen, live up to promises and believe in your products.
- Ability to collaborate with the internal sales team to develop strategic plans across multiple sectors, improving process to drive sales and service.
- Proven ability to support, service and engage customers to ensure continued business relationships.
- In-depth product knowledge and solid negotiating and closing skills.
- Experience adapting to challenges and providing support in a competitive industrial market.
- Passion for learning about new technology and products.
- Must have a valid driver's license, good driving record and pass pre-employment drug screening.

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Education & Experience

- Demonstrated leadership ability with at least 2 years of experience in customer-facing sales environment. Undergraduate degree in a technical field is preferable.
- Cross-industry experience is welcome — pipe, valve, and fittings background is not essential.

Competencies and Skills

- Communication and presentations skills necessary to succinctly articulate to management team.
- Adept at Microsoft suite of products.
- Organized and detailed at submitting activity reports, work plans, monthly territory reports.
- Strong work ethic/motivated for sales.
- Can tailor your approach to each customer.
- Negotiating and closing skills.

Total Rewards

- Salary plus commission
- Company provided mobile phone and company vehicle
- Medical insurance
- Dental insurance provided at no cost
- Profit sharing plan
- Paid company holidays

Candidates can live within the territory managed and be expected to work at the Pearl MS facility at least one day per week. First three months of on the job training will occur at the Pearl facility.

To apply for this amazing opportunity, please submit your resume and cover letter via:

- Email to jkemp@centralpipe.com
- Fax to 601-932-8944

Only candidates that meet the qualifications and experience listed will be contacted.