

Strategic Product Sales

Company Overview:

Tarheel Contractors Supply, Inc (Tarheel) was incorporated in Denver, NC in 1994 primarily as a distributor for Melfred Borzall, a manufacturer of after-market tooling for the horizontal directional drilling industry. The company saw substantial growth throughout the telecom boom in the late 90's. In 2001, the telecom boom went bust and the economy turned extremely volatile. The economic turmoil continued through 2003 before stabilizing in 2004. Company leadership decided to focus on technical sales and field support for drilling fluids yielding dramatic growth making Tarheel an industry leader. In 2005, the company relocated its headquarters to Rock Hill, SC just before launching a successful marketing effort in Virginia that led to greater expansion. To better serve the growing market area, a second location was established in Rocky Mount, NC. Tarheel's sales territory now extends throughout the Southeastern United States covering VA, NC, SC, GA, TN and Northern FL.

Tarheel's success is driven by its employees who are dedicated, bright, hardworking, and understand that we are, first and foremost, in the customer service business. Rapid response to customer needs backed by strong technical support have and continue to set the organization apart in the industry.

Position Summary:

This is a new position at Tarheel. We are looking for someone who is an honest, responsible, self-starter that also works well within a team environment. We are looking to add a team player with a good attitude, willing to put in the work to "make it happen" for our company.

Skills:

- Good time management skills
- Customer service
- Flexible schedule
- Client relationship skills
- Basic math
- Written and oral communication skills

Required Tasks, Expectations, and Essential Duties:

- Increase product sales through new and existing customers

- Capture as much of the market as possible
- Work in conjunction with other territory reps
- Cultivate new business
- Grow existing business
- Build relationships—this is a relationship sales position
- Cold calling
- Traveling
- Grow territory from 500k to 1mm within 12 months and 2mm within 24 months

Salary and Benefits:

- \$60 – 80k + Bonuses

Requirements and Qualifications:

- Must be DOT compliant
- Drug-free