



Hann & Hann Construction Services is based in Rockville Maryland serving the Washington DC and Baltimore MD metropolitan areas. We are looking for motivated disciplined individuals interested in a career, not a job, in construction sales. We seek disciplined people, knowledgeable and passionate about building, remodeling and renovating, in the light commercial and condominium marketplace. The successful candidate would be responsible for identifying leads in a given market, proactively prospecting and selling effective solutions with great customer service, responsible for building, maintaining and growing long-term relationships with these clients. Follow up with prospects, key decision makers and sell all services, as appropriate.

The ideal candidate will be capable of the following:

Identifying viable leads, manage prospects and secure all lines of business offered to exceed monthly established targeted goals.

Develop and maintain an awareness of market behavior and competitive trends in designated market to anticipate changing customer needs; proactively manage customer base.

Identify customer's needs both spoken and unspoken

Estimation

Preparation and delivery of contracts; follow up with key decision makers.

Build relationships and increase company visibility through the participation in company and trade association sponsored activities as required; attend trade shows, association events and other events, as necessary.

Act as a company representative in community events, where required.

Perform other job-related duties, as required.

Preferred Qualifications:

Bachelor's Degree desired. – Strong preference for Architecture, Engineering, or Construction Management

Three years of direct selling experience.



Qualifications:

- * Prior experience in the construction industry.
- *High School diploma
- *Proficiency in Microsoft Office
- *Proficiency in Algebra and Geometry
- *Customer Service minded
- *Intellectually curious
- *Analytical thinker
- *Experience in a customer-facing role, identifying and addressing customer needs.
- *Valid driver's license, reliable transportation.

Other Knowledge, Skills and Abilities:

- *Calendar management & time management skills to ensure assigned responsibilities are completed in an efficient manner.
- *Good communication skills; is able to effectively communicate to all levels of management.
- *Grasps concepts quickly and has good follow through skills; adheres to work schedule and follows through on challenges as they arise; maintains a positive outlook.
- *Is self-motivated; gleans a sense of pride in work; has a strong work ethic and strives to achieve all goals; is competitive and has a strong drive to win.

Job Type: Full-time

Interested individuals should send a resume and cover letter to:

Todd El-Taher, Vice President, Sales & Marketing tel-taher@hannandhann.com