

Rose Paving LLC

Account Executive - Phoenix AZ - **Asphalt is industry strongly preferred!**

About the Company

Rose Paving LLC, a multi-million-dollar business, leads in providing complete parking lot management solutions to commercial and industrial properties nationwide. Services include asphalt patching; asphalt reconstruction; asphalt resurfacing; sealcoating; cracksealing; concrete maintenance including installation and repair of concrete curbs, walks, and pads; storm sewer repair and installation, lot marking, and green paving solutions.

Established in 1974, Rose Paving LLC is a privately held company that maintains its corporate headquarters in Bridgeview, Illinois, with offices in Streamwood, IL, Denver, CO, Atlanta, GA, Santa Fe Springs, CA, Tampa, FL, Phoenix, AZ, and Sarnia, Ontario, Canada. We are proud to report that because of our expertise, dedicated employees, and loyal customers, Rose Paving has been the recipient of numerous awards and honors. We are considered to be the leaders in our industry and have a staff of over 200 employees. As a company, we continue to make great strides in exceeding industry, customer, and employee expectations.

Job Description

Summary

We are currently seeking a talented Account Executive for our sales team in our Santa Fe Springs office, who will report directly to the Director of Sales – Pacific Division. In this role you will be responsible for full-cycle sales, from procuring and maintaining clients to providing an in-depth analysis of needs, submitting estimates, obtaining the order and following through.

Responsibilities

- Develops, expands and cultivates a qualified client base by utilizing various marketing practices, including entertainment, direct mail, referrals, advertising, trade shows, cold calls and other miscellaneous promotional activities
- Solicits and establishes customer needs
- Negotiates price and terms within the context of company policy
- Takes and submits orders for services
- Develops expertise and knowledge of estimating
- Prepares estimates used for managing purposes, such as planning, organizing and scheduling work, preparing bids, selecting vendors or subcontractors and determining cost-effectiveness
- Consults with clients, vendors or other individuals to discuss and formulate estimates and resolve issues.
- Analyzes blueprints, specifications, proposals and other documentation to assist in the preparation of time, cost, materials and labor estimates for all phases of project
- Consults with and responds to inquires from customers and subcontractors regarding areas of expertise
- Responds to customers concerns in an appropriate and timely manner
- Oversees, monitors and audits assigned job sites for quality control through on site visits to review and get feedback from Project Managers and customers
- Confers with Project Manager and Director as needed to clarify information required for contract plan review
- Participates in training assigned sales staff