Ready-Mix Concrete Inside Sales Professional

Central Concrete Supply Co., Inc, a leading supplier of concrete in the San Francisco Bay Area, is seeking an Inside Sales Professional at our San Jose, CA offices.

The Inside Sales Representative’s responsibilities include:

- Build and administer project and quote development
- Using Siebel, price product/service according to contribution margin targets
- Quote distribution and follow up for outside sales teams
- Manage and maintain excellent customer relationships
- Manage all incoming for selling and up selling opportunities
- Manage sales related billing and back charge administration issues
- Provide support to the sales department
- Maintain precise recordkeeping

Qualifications
- Bachelor’s degree preferably in a construction related discipline from an accredited college or university and a minimum of five (3) years of sales experience is preferred or an equivalent education and experience combination.

About Central Concrete
Central Concrete Supply Co., Inc., a business unit of U.S. Concrete, Inc. (NASDAQ:USCR), has been serving the San Francisco Bay Area for more than 60 years. The company is recognized for engineering higher-performing concrete than traditional concrete, while significantly lowering carbon footprints with its low-CO₂ mixes. Unlike traditional concrete, Central Concrete’s standard mixes deliver 50% or greater cement replacement materials, thereby significantly reducing the carbon footprint of the project under construction.

Central Concrete's signature projects include the Cathedral of Christ the Light Church, Oakland; California Academy of Sciences, San Francisco (world’s greenest museum); NASA Ames Sustainability Base, Mountain View (greenest federal building in the U.S.); David and Lucile Packard Foundation, Los Altos (net-zero private office building); the San Francisco Public Utilities Commission headquarters (one of San Francisco’s greenest office buildings); the new San Francisco 49ers Levi’s Stadium; and the San Francisco-Oakland Bay Bridge.

Central Concrete is an equal employment opportunity/affirmative action employer (M/F/V/D)