



Drainage Tile Sales Consultant

Position Summary: The Drainage Tile Sales Consultant at McCain Bros Excavating plays a pivotal role in securing and managing Drainage Tile Projects through strategic sales initiatives, bidding processes, and promotional events. This position, primarily based in IN, KY, and TN, involves collaborating with the Tile Superintendent to develop project designs, estimates, and proposals. The Sales Consultant will also engage in supply procurement, negotiation, and project scheduling, ensuring that all documentation is meticulously handled in an organized and timely manner.

Responsibilities include but are not limited to:

- Sales and Pricing
- Marketing for the Drainage Division (collaboration with the Office Manager and third-party assistance)
- Social Media/Internet Advertising
- Trade Shows/Field Day Events
- Branding & Marketing Plans
- Survey & Design (with help from third-party assistance)
- Supply Procurement & Negotiation
- Internal Project Setup (Estimates)
- Quality Control
- Preliminary Invoicing
- Project Record Management
- Operations Support in Conjunction with Superintendent

Note: The position's responsibilities will evolve as the business grows.



Key Position Qualities:

We are seeking candidates with the following qualities:

- Ethical
- Personable
- Excellent Communication Skills (Leadership, not Boss-like)
- Efficient Resource Management
- Self-Motivated
- "Figure it Out" Attitude
- Creative
- Willingness to Incorporate New Ideas
- Desire to Learn
- Organized
- Prompt

Position Reports to: Terrence McCain - President

Position Key Relationships:

- Internal: Tile Superintendent, Foreman, President
- External: Project Owner/Customer, Property Managers, Project Coordinators/General Contractors

Compensation Package: See Offer Letter

Benefits: See Offer Letter



Misc.:

Job Training - Educational opportunities provided by McCain Bros., covering expenses such as:

- Trimble GPS Training
- Safety/OSHA Training
- CPR/First Aid
- Leadership/Business Training