



JOB OPENING ANNOUNCEMENT

SALES

September 21, 2022

C&B Piping, Inc., founded in Adamsville, AL in 1986, is a full-service manufacturing supplier of ductile iron piping systems with a primary focus on the water & wastewater treatment plant construction industry. *Our headquarters and primary manufacturing facility is located in Leeds, Alabama.*

Since our inception in 1986, we have made relationships with our customers the cornerstone of our business. We believe our success, past, present, and future, depends on our ability to continually maintain strong customer relationships through trust, quality products, and our dependable service.

Our Sales Representatives play a large role in helping build and maintain relationships with our customers.

Duties and Responsibilities:

- Directs the complete sales process from the initial inquiry through project completion.
- Provides overall customer service and support.
- Tracks open sales orders and provides updates as needed.
- Uses active listening, clear communication, and conflict resolution techniques to resolve order issues and customer concerns.
- Proactively seeks new sales opportunities.
- Uses matrices, lists, and other related sales information to provide appropriate and competitive prices.
- Monitors inventory levels and current lead times to provide accurate completion estimates.
- Enhances customer purchase experience through detailed product knowledge.

Candidate Qualifications:

- Previous experience as an Inside Sales representative, preferably in the construction industry. Experience in ductile iron pipe or water/wastewater industry highly preferred.
- Excellent communication skills, including both written and verbal communication.
- Strong listening skills, enhanced by the use of active listening.
- Ability to multitask, prioritize, and manage time effectively.

C&B Piping offers a highly competitive total compensation package including generous salaries and a benefits package that includes medical, dental, vision, company paid basic life insurance, voluntary life insurance, an Employee Assistance Program, and paid time off.

To apply or to learn more, please email Jody S. Hay, HR Manager at jhay@cbpiping.com.

Thank you,

Jody S. Hay
Human Resources Manager
