

Welcome! to our world



"RUBBLE MASTER's success is built on a strong and engaged team. I am looking forward to welcoming you in our team."

**Gerald Hanisch**  
CEO and Founder



## About RUBBLE MASTER

It all began in 1991 when an idea came to Gerald Hanisch, founder and owner of RUBBLE MASTER. The idea was to enable contractors of any size and business to recycle their construction & demolition materials on-site. We started to design and manufacture concrete and asphalt crushers that process those materials into a high-value commodity that can be reused on the job. This idea became an international success. Today, RUBBLE MASTER is the global market leader in mobile Compact Crushers and serves the contracting, aggregate, and mining markets worldwide.



### Inside Sales Representative

Full Time | Ennis, TX

#### Purpose of The Role

- Do you believe sales and marketing needs to be an integrated process?
- Do you believe your actions should improve sales output?
- Do you believe you work better without having to meet a quota?
- What if you could make a sales impact without the hassles of sales meetings & travel?
- What if you could finish the day knowing your work really makes a difference in the lives of others?

Reporting to the Marketing Manager for North America the Inside Sales Representative's role is to develop sales opportunities in the USA and Canada by developing a comprehensive network of market intelligence for the screening sector across North America; to include initiating, developing, and delivering targeted marketing campaigns to existing and potential clients to develop RUBBLE MASTER's market share.

#### Essential Duties & Responsibilities

- Identify and develop sectoral and regional databases through trade associations, industry lead bodies, public sector repositories, and statutory bodies.
- Populate database with complete customer data to include key names, addresses, and other customer-related contact information and enter the information into a web-based CRM system.
- Contact and prequalify leads provided by field sales to increase sales effectiveness & lead documentation quality.

- Proactively call prospective customers to identify decision-makers, fill information gaps (contact data), generate interest, and set appointments for sales.
- Contribute to the development of targeted e-mail marketing campaigns to increase sales conversion rates.
- Respond to customer queries from website forms, social media, inbound e-mail, and chat to increase conversions and generate opportunities.
- Manage the administration and control of inventory and marketing materials required for trade shows and sales and marketing events.
- Conduct follow up interviews and surveys to evaluate customer satisfaction and to facilitate sales and marketing development.
- Build a FAQ database to contribute to the development of sales and marketing materials and to brief the sales team.
- Deal with complaints or doubts to safeguard the company's reputation
- Contributes to team effort by accomplishing additional duties as requested

## Position Requirements

- Proficient in English
- High-school diploma or equivalent
- Computer literate (e.g., CRM software, Outlook, MS Office, Google Maps)
- Basic understanding of databases
- Excellent communication & presentation skills
- Strong listening and probing skills to identify business needs, desires, and opportunities
- Ability to work from home initially
- Ability to work remotely
- Ability to travel nationally & internationally (Europe) for occasional training
- Driver's license
- Pass a background check and drug test
- Energetic, professional, and friendly demeanour
- Persistent and result-oriented
- Patient and able to handle customer rejection
- Three years of experience telemarketing / telesales or customer service
- Proven experience as an inside sales manager or customer service role a plus
- Construction or Heavy Equipment experience is a plus

## Your Benefits

- Competitive salary \$40,000 - \$50,000, depending on experience
- 401(k) retirement plan
- Medical, vision, and dental insurance
- A family-style work environment
- Company phone & laptop computer
- Thorough product & sales training (requires travel, subject to Covid)
- International work environment

**Please send your application and résumé to [hr@rubblemaster.com](mailto:hr@rubblemaster.com). Resumes that are mailed or hand-delivered to RUBBLE MASTER will not be considered.**