



Job Notice

Business Development/Account Management

Generous Benefits Offered: Dental, Medical, Vision, Drug, Holiday Pay, PTO, 401(k) with matching, Life Insurance

Compensation: Competitive salary, commensurate with experience

Employment Type: Full-Time - with flexibility

Location: Honolulu

To Apply: go to <https://535plumbing.com/join-our-team/>

Job Summary:

We are a local Plumbing Company with high standards, Ohana values and are seeking a full-time Plumbing Sales Specialist. We are looking for someone who embodies our core values:

- Doing Right
- Improve Always
- Solution Oriented
- Communicate Effectively
- Safety

535 Plumbing is a fast-growing company with opportunities for the right individual to build a career with fellow professionals. Must be able to work collaboratively, be responsible, punctual, professional and have good communication skills. Must work well with team members in a fast-paced environment.

We are looking for individuals who:

- Have experience working in busy contractor's office
- Are quick learners
- Are trustworthy and friendly
- Want to work with great people who have heart and soul

Duties/Responsibilities:

- Meet with a wide variety of customers, including, but not limited to contractors, property managers, and homeowners to provide the best options regarding our services
- Address client concerns
- Maintain current client relationships
- Create and maintain a list of current and prospective clients
- Educate customers about their options, keeping in mind the customer's best interest
- Assist with preparing timely and accurate estimates including equipment, labor and materials for both residential and commercial plumbing and renovations.
- Develop rapport and trust with new and existing customers



- Seek new business opportunities and clients by participating in networking events including, but not limited to, tradeshow, industry events, golf tournaments, community events,
- Joining a Board of Directors to expand relationships with those in our community
- Communicate with & work to support other staff
- Reporting on KPIs
- Other duties as assigned by management

Required Skills / Experience:

- Prefer at least 3 years of sales experience
- Detail-oriented and capable of handling multiple tasks and assignments
- Good knowledge of Microsoft office including Excel
- Working knowledge of enterprise software preferred
- Attention to detail is a must
- Able to work well in a team setting
- Have a High School Diploma or GED

This Job Is:

- A "Fair Chance" job (we perform background checks with flexibility)
- A job for which all ages, including older job seekers, are encouraged to apply
- A job with a flexible schedule

Physical Requirements:

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift up to 50 pounds at a time
- Physical activity not limited to walking, bending, kneeling, and standing for long periods of time up to 5 hours