



**Industrial Sales Associate
Ameripipe Houston**

The Company

Ameripipe Supply, Inc. is the Southwest's leading independently owned supplier of pipe, valves, fittings and fabrication services supporting the fire protection, mechanical, industrial, and oilfield markets. Founded in 1979, the company has headquarters in Dallas, with branch operations in Houston, San Antonio, Austin, Oklahoma City and Tulsa.

Job Description

Develops and grows relationships in the Greater Houston area with buyers of industrial pipe, valves and fittings (PVF) and pipe fabrication services. The qualified candidate will:

- Report to, and constantly collaborate with, the Houston branch manager.
- Be a problem-solver and servant leader with integrity who builds long-term customer relationships.
- Build and maintain relationships with Ameripipe's industrial customer base through:
 - In-person sales calls and client entertainment
 - Timely quoting and negotiation of material and fabrication bids
 - Detailed follow-up about quotations, sales orders, deliveries and overall service levels
 - Consistent interaction and collaboration with Ameripipe's inside sales staff
- Identify ideal customers from industries including but not limited to:
 - Energy and petrochemical companies
 - Food and beverage packing, processing and distribution firms
 - Apparel and textile mills
 - Lumber, glass, cement and other construction materials manufacturers
 - Maritime, fishing and Port of Houston operations
 - Agricultural and lumber companies
 - Paint, coating and related enterprises
 - Original Equipment Manufacturers (OEMs) using PVF products to make theirs
- Establish relationships with key PVF manufacturers and reps, and remain current on product introductions and pricing changes.
- Represent the company at trade shows and other industry events.

Experience

The ideal candidate is a current resident of the Greater Houston area who has:

- Five-plus years of proven successful selling of PVF into various industrial markets in Greater Houston.
- A proven book of business of at least \$3 million annually that can migrate over time to Ameripipe.
- The personal integrity, sense of responsibility, trustworthiness and leadership skills that inspires the confidence of customers and co-workers.
- Familiarity with distribution-specific ERP software systems.

Compensation Package

Base Salary commensurate with experience; Quarterly bonus based on percent-of-sales; Car Allowance; Matching 401K; Group Health & Life Benefits.