



Sales Representative - Industrial Insulation

ATI, Inc. is an Industrial Insulation, Scaffolding and Coatings Contractor, primarily working in the Industrial Construction Industry. ATI, Inc. started in 2001 and now has multiple locations in CO, WY & TX. We offer competitive pay and a full benefits package. **Successful candidates will be located at the Mills, WY location.**

We are committed to provide our Employees a stable work environment with equal opportunity for learning and personal growth. The success of ATI, Inc. is built by committed, efficient employees who believe in our company, who gain satisfaction from their work, and who strive toward extraordinary achievement. We believe that people work together best in an environment where they are recognized for their efforts and respected as individuals.

Responsibilities:

- Prospect for New Business - The primary responsibility of Outside Sales Representative is to seek out new opportunities through planned sales activities.
- Identifying New Business – Utilize all available resources. Formulate a written plan to convert targets to prospects and prospects to customers.
- Foster relationships with decision makers, meet them in person, Interact with them.
- Diligently record interactions with customers – sharing information with ATI team members.
- Cultivate and expand existing relationships - Learn more about our existing customers and how we can better serve them.
- Contact our key accounts on a regular, pre-scheduled plan.
- Develop and execute sales plans and goals designed to increase sales and profits.
- Report directly to Sales Manager.
- Abide to all company Processes and Procedures.
- Collaborate efficiently with other company departments.

Minimum Required Qualifications:

- Minimum experience of 2 years in outside sales or business development.
- Valid Driver License
- English fluently spoken and writing
- Competent computer skills with email, Excel, Salesforce.



Preferred Qualifications:

- Experience in Industrial Insulation and Scaffolding Industry.
- Experience in Oil & Gas Construction.
- Completion of Formal Sales Training Courses
- Associate's or Bachelor's degree
- Use of Social Media
- Competent with P&ID's, ISO's and Orthographic drawings
- Knowledge of different types of industrial insulation materials and their applications

Key Competencies

- Cold calling / Prospecting
- Planning and Organizing
- Great communication
- Adaptability
- Negotiation Skills
- Confidentiality
- Team working

Company benefits include:

- Company Vehicle
- Company Cell Phone
- Company Laptop
- Medical
- Dental
- Vision
- Company paid Life Insurance
- Company paid AD&D
- Vacation
- Paid Holidays
- 401K

ATI offers competitive pay and a full benefits package. ATI, Inc. takes great pride in all of our projects and services. Our team of professionals is committed to the satisfaction of our clients. We have been around for 17 years with key employees who have a lifetime of experience.



ATI Services:

Industrial Insulation (Cryogenic through Refractory)
Insulation of Piping, Equipment, Towers, Skids, Vessels, Tanks
Removable Insulation Covers
Heat Tracing
Certified Energy Appraisals
Scaffolding
Blasting, Paintings and Coatings

EEO Statement ATI, Inc. provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, ATI, Inc. complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.