

THE COMPANY

24 Hr Safety

24 Hr Safety was established in November 2005 and is one of the fastest growing providers in the Texas/Louisiana Gulf region for Safety Supplies and Equipment and Rental Equipment to the Upstream, Midstream, Refinery, Chemical, and Petrochemical Industries.

Since their inception, 24 Hr Safety has grown into a \$40 million dollar organization. 24 Hr Safety has facilities in Deer Park, Beaumont, Corpus Christi, Texas, along with their Louisiana locations Lake Charles and Geismar. Their product lines range from gloves and safety clothing for the critical-environment market to high-tech safety solutions for the industrial market. The company is privately held, with approximately 60% of their business currently coming from rentals and 40% from the sale of new safety supplies and equipment. The company provides supplied air, gas monitors, fall protection equipment, fit testing, safety turnaround trailers and numerous other products that are used to protect every part of the body in most work environments. In addition to the aforementioned commodities and rental equipment, 24 Hr Safety boasts a growing safety services portion of the business, providing professional safety personnel such as Safety Supervisors, Confined Space Rescue Crews, Confined Space Attendants, and Supplied Air Technicians to contractors throughout Oil and Gas refineries, Steel Mills, General Construction Contractors, Chemical and Power Plants and many more.

THE INDIVIDUAL

The individual we are seeking is someone who has strong outside sales experience. They must be a self-starter and have an entrepreneurial personality; characteristics such as intuition, passion for the job and the desire to be very successful.

The candidate who will earn this role must be a "Deal Closer". The growth of the business will come from a combined effort to market directly to existing customers, and market to new customers. We are seeking a highly ethical individual who is comfortable being in front of customers on a regular basis, managing the sales cycle of a fast paced, "customer needs it now" type of environment.

24 Hr Safety's reputation for quality, service and value has made it a well-respected brand name for safety supplies and services. The company also has a reputation for taking good care of its employees, has a great company culture, competitive compensation and excellent family benefits packages.

THE POSITION

Outside Sales Representative, Houston

The Outside Sales Representative will drive sales and profitability of industrial safety supplies, rental services, and manpower to Oil and Gas refineries, Steel Mills, General Construction Contractors, Chemical Plants and Power Plants. This person will be heavily supported by inside sales staff and managers, as well as by manufacturer's representatives. The Outside Sales representative will be responsible for developing and implementing

business objectives and a sales strategy required to aggressively expand market share. She/he will also be responsible for sustaining a cultural discipline and mind-set consistent with the overall goals of the organization.

Key Responsibilities and Accountabilities:

- Evaluate the current market for safety products and services in Southeastern Texas, specifically Houston, sharing this information with the owner and other team members.
- Grow market share to achieve and exceed company targets.
- Develop short and long term customer relationship plans that address effective ‘after-sales’ support as well as ongoing maintenance and growth of accounts.
- Negotiate pricing, technical specifications and rental and supply terms.
- Report weekly, monthly and quarterly marketing activities and results, focusing on sales metrics such as number of units sold, total dollar volume and any customer information that is important to the growth and maintenance of the company.
- As part of the marketing strategy, consistently stay abreast of and communicate safety requirements for new and existing customers.
- Meet and exceed customer satisfaction requirements.

Knowledge, skills and ideal experience

Given the dynamics of the safety-products industry, the successful candidate must have a proven ability to work in a professional industrial environment that requires the ability to rapidly respond to clients’ needs by providing strong customer service and direction quickly and accurately. The ideal candidate will be compatible in terms of temperament and style with a fast paced, highly ethical and professional environment, while at the same time possess the confidence necessary to implement creative marketing strategies that will deliver excellent results. In addition, he or she must possess the following:

- A demonstrated record of success managing, maintaining and growing a substantial client base.
- Understanding of the principles of safety products and services.
- Excellent communication, time management, organizational and interpersonal skills.

Required Professional and Personal Characteristics

- A professional who commands respect from his/her peer group through overall knowledge of the sales and marketing functions of a growing company.

- An individual with a high energy level, a strong work ethic and the ability to accept direct accountability.
- Ability to assess client's needs and act quickly, yet always provides thoughtful and well documented back-up.
- A very strong set of ethics and core values.
- A never-ending desire to succeed.

Special Considerations:

- There will be overtime as needed.
- Local travel as needed, up to 75%.