



National Safety Division

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## Regional Safety/Consumables Product Representative

General Insulation Company is a national wholesale distributor of commercial and industrial insulation products, HVAC supplies, 3M Firestop products, and associated construction supplies. It is the largest privately held mechanical insulation distributor in North America. As a family-owned company, we have built our business by providing the highest quality products and superior service to our customers. We look forward to you joining our family!

### **Essential Job Functions:**

- Work under the direction of the *Director of Safety/Consumable Products*.
- Monitor product pricing from manufacturers and vendors with clear communication to all branch locations.
- Manage and monitor large projects, job sites, utilizing Construct Connect, Bid Clerk etc. Communicate with Safety Director, General Manager and Operation Manager.
- Develops and nurtures strong customer contacts, and creates positive, proactive relationships to maintain current business and gain new business.
- Providing product pricing on bids while working with and or approval by the Director of Safety/Consumable and communicating with the General Manager, Operations Manager and outside salesperson.
- Assist with and provide literature, safety data documentation and all other related materials to branches, existing customers as well as prospective customers.
- Awareness of industry developments including but not limited to products, competition, vendors and more.
- Educate and assist branches with Safety/Consumable Products.
- Support and communicate to branches; leads, jobsite opportunities and customer information.
- Responsible for overseeing safety/consumable products for branches and helping to monitor inventory levels that are specific to current customers.
- Assist in marketing and advertising plans for trade shows, meetings, or other events.
- Being able to assist with reporting, 5/15's, SMP (CRM system), and more requested by corporate or Director of Safety/Consumable.
- Must be comfortable with change, possess an entrepreneurial spirit and be able to think outside the box.
- Maintain a safety mindset in all duties performed.
- Ensures bid and order follow-ups with branches.
- Any additional functions essential or otherwise which may be assigned.

## Candidate Requirements:

- High school diploma or bachelor's degree in business, marketing or a related field (preferred)
- Must possess excellent communication skills with customers, teammates, and employees at all levels of the company.
- Proven track record in sales and business development, particularly in the construction industry.
- Strong negotiation and problem-solving abilities.
- Self-motivated and results driven.
- Valid driver's license and the ability to travel as required.

## What we Offer:

- **Health:** We offer great medical vision and dental benefits as well as voluntary benefits that cover both you and your family!
- **Future:** Plan by enrolling in a 401k plan that helps you save money for a rainy day
- **Time Off:** Paid time off along with flexibility for a healthier work life balance
- **Environment:** We offer an inclusive environment where there is always someone available to help and teach so that you can grow within the industry no matter what direction your career takes you!

General Insulation is committed to equal opportunity. We value and embrace diversity and inclusion of all Team Members.

Employee Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**General Insulations Company, Inc. Pushing Limits to be Your Distributor of Choice for over Ninety Year.**