



A&M TELECOM SHELTERS

— BUILT FOR THE LONG HAUL —

Sales Representative – Telecom Shelter Solutions

A&M Telecom Shelters | Cedar Rapids, IA

Location: Cedar Rapids, IA

Reports To: Owner / Operations Manager

Position Summary

The Sales Representative is responsible for generating new business opportunities, developing customer relationships, and supporting continued growth for telecom shelter refurbishment, construction, transportation, and operational services. This role focuses on identifying customer needs, preparing estimates and proposals, and coordinating with operations teams to deliver high-quality solutions.

Key Responsibilities

- Develop and maintain relationships with new and existing customers
- Identify and pursue new sales opportunities within telecom, construction, industrial, and infrastructure markets
- Generate leads through networking, customer outreach, and industry contacts
- Prepare quotes, proposals, and project estimates
- Coordinate with project managers, operations, and procurement teams regarding project requirements and timelines
- Maintain regular communication with customers throughout project lifecycles
- Track sales activities, customer communication, and project opportunities
- Attend customer meetings, job walks, and industry events as needed
- Assist with contract review and project handoff to operations teams
- Support company marketing and business development initiatives
- Meet or exceed sales and revenue goals

Qualifications

- Previous sales or business development experience preferred
- Experience in telecom, construction, manufacturing, transportation, or industrial industries preferred
- Strong communication, negotiation, and relationship-building skills

- Self-motivated with strong organizational and time management abilities
- Ability to manage multiple opportunities and deadlines simultaneously
- Proficiency with Microsoft Office and CRM or project tracking systems preferred
- Valid driver's license with acceptable driving record
- Ability to travel for customer meetings and project visits as needed

Preferred Experience

- Telecom shelter or modular building industry knowledge
- Construction or industrial sales experience
- Estimating or project coordination experience
- Existing industry relationships and customer contacts

Compensation & Benefits

- Competitive base salary plus commission opportunities
- Mileage reimbursement when applicable
- Health insurance contribution available
- Dental & Vision coverage available
- Paid holidays and PTO
- Advancement opportunities within a growing company

Why Join A&M Telecom Shelters?

At A&M Telecom Shelters, we are built for the long haul. We are a growing company focused on quality, customer relationships, teamwork, and operational excellence. This role offers the opportunity to contribute directly to company growth while building long-term professional success within an expanding organization.