



Modular Building Systems

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Sales Executive – MBSI Job Description

Are you a dynamic and results-oriented sales professional with a passion for the construction industry? Are you fascinated by the innovative potential of modular construction and eager to champion its future?

Modular Building Systems International (MBSI) is seeking a talented and driven Sales Executive to join our federally certified woman-owned small business enterprise and disadvantaged business enterprise (DBE-WOSBE). This role will play a pivotal part in expanding our footprint and solidifying our position as the go-to choice for sustainable, efficient, and high-quality building solutions. Over the past 25 years, MBSI has been an industry leader through a bilateral focus in selling large custom modular projects along with delivering an upscale mobile office leased fleet. We are looking for a skilled sales executive that is customer-centric and carries a competitive spirit to take us to our next stage of growth.

The Role:

As a Sales Executive, you will play a crucial role in driving our growth and expanding our market reach. You will be responsible for identifying and conducting outreach to new sales opportunities through cold calling, building strong relationships with potential clients, maintaining our existing customer base, and exceeding established sales targets. This is an exciting opportunity for a motivated and results-oriented individual to be at the forefront of a rapidly growing industry.

Year 1 OTE is \$150,000. Compensation is uncapped as MBSI believes in attracting and retaining the highest quality talent through shared success.

Responsibilities:

- **Prospecting and Lead Generation:**
 - Identify and cultivate new client relationships across diverse market segments, including educational institutions, healthcare facilities, commercial businesses, and government agencies.
 - Network actively with potential clients, including general contractors, architects, developers, and end-users.
 - Attend industry events and trade shows to build brand awareness and generate leads.
- **Sales Presentations and Client Engagement:**
 - Prepare and deliver compelling presentations that showcase the benefits of our modular building solutions.
 - Conduct in-depth consultations with clients to understand their specific needs and challenges.



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- Collaborate with internal teams to develop customized proposals that meet project requirements and budgets.
 - Follow the bid submittal process and create client proposals.
- **Negotiation and Closing Deals:**
 - Negotiate contracts and pricing with clients, subcontractors, and vendors to secure profitable deals.
 - Effectively address client concerns and objections to build trust and close deals successfully.
 - Manage the sales cycle from initial contact to final contract signing.
- **Relationship Management and Market Development:**
 - Foster strong relationships with existing and potential clients to ensure long-term business partnerships.
 - Stay up-to-date on industry trends and competitor activities to identify new market opportunities.
 - Provide valuable insights and feedback to internal teams to support continuous product and service improvement.

Qualifications:

- Minimum 3-5 years of proven sales experience, construction or related industry preferred.
- Excellent communication, presentation, and negotiation skills.
- Ability to build rapport and trust with clients at all levels.
- Proven track record of exceeding sales targets.
- Strong analytical and problem-solving skills.
- Time management and organizational skills.
- Experience working in a fast-paced environment.
- Ability to work independently and as part of a team.

Benefits:

- Competitive compensation package with unlimited sales income potential.
- Collaborative and supportive work environment.
- Be part of a growing and innovative company, backed by a supportive team committed to your success.