



## INSIDE SALES: MARKET RESPONSE REPRESENTATIVE

Falcon Structures is seeking enthusiastic entry level Market Response Representative (MRR) who will be the first point of contact for potential customers. Our MRRs play a meaningful role for the sales team and sets the tone for the rest of the sales process.

If the job description below aligns with your skill set and passions, and you're looking for a growth opportunity with a market leader, we would like to hear from you. To apply, submit your resume and cover letter to [Jobs@FalconStructures.com](mailto:Jobs@FalconStructures.com)

### ABOUT US

Since 2003, Falcon Structures has been repurposing shipping containers to create living spaces, work spaces, and storage solutions for a wide variety of industries. Backed by an experienced team of designers and engineers, Falcon can modify Conex boxes to serve as temporary housing units, portable offices, and other highly-secure onsite structures for mostly businesses. Falcon's growing client base includes major energy corporations, defense contractors, construction firms, and the US Department of Defense.

### ABOUT THE JOB

The Market Response Representative reports to the Director of Sales and is responsible for managing all inbound leads.

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#### ROLE AND RESPONSIBILITIES:

- Qualify inbound leads generated through company website, email, walk ins, and inbound calls
- Handoff qualified leads to the sales team to maintain a healthy pipeline
- Articulate our products and services to potential customers
- Maintain accurate records and documentation of daily activities within Salesforce
- Support the sales organization and marketing team as needed
- Develop and execute market response and nurturing campaigns against marketing-generated leads



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QUALIFICATIONS AND EDUCATIONAL REQUIREMENTS:

- Bachelor's Degree
- Excellent verbal and written communication skills
- Ability to collaborate and accept/provide feedback in a team setting

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PREFERRED SKILLS:

- Salesforce experience is a plus
- Good organizational and time management skills
- Strong team player focused on the company's mission
- Attention to detail

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COMPENSATION:

Competitive base salary, medical, dental and life insurance benefits, as well as holidays and paid time off.