



Job title: Sales Executive

Location: Detroit, MI

Employment Type: Full-Time, On-Site

Job description

JJ Curran Crane is seeking a driven and relationship-focused Sales Executive to develop new business and grow existing customer relationships throughout Southeast Michigan. This role is responsible for identifying crane rental and lifting service opportunities, understanding customer project requirements, and working with operations to develop safe, efficient solutions that meet customer needs.

The ideal candidate will have experience in B2B sales within the crane, construction, heavy equipment, industrial, or related industries, along with strong relationship-building skills and the ability to manage opportunities from initial prospecting through project completion.

Responsibilities

- Develop and manage a pipeline of new and existing customers across construction, industrial, utility, infrastructure, and related markets
- Generate new business through prospecting, cold calling, jobsite and customer visits, networking, referrals, and industry events
- Conduct jobsite visits and customer meetings to understand project requirements, identify lifting needs, and help determine appropriate crane and service solutions
- Prepare and follow up on quotes and proposals, negotiate pricing and terms within established guidelines, and work to secure new business
- Build and maintain long-term relationships with new and existing customers while identifying additional opportunities within assigned accounts
- Collaborate with operations and dispatch to align equipment availability, job requirements, scheduling, logistics, and customer expectations
- Serve as a primary point of contact for customers throughout the sales and project process and help resolve customer questions or concerns
- Maintain an active and accurate sales pipeline, customer activity, opportunities, and account information using company CRM systems
- Meet established sales, revenue, activity, and account-development goals
- Maintain in-depth knowledge of JJ Curran's fleet, capabilities, certifications, and service offerings
- Stay informed about market activity, industry trends, competitive conditions, and upcoming projects within the assigned territory

Qualifications

- 2–5 years of B2B sales experience, preferably in crane rental, equipment rental, construction, industrial services, or a related field
- Demonstrated ability to prospect, develop new business, manage customer relationships, and close sales opportunities
- Strong communication, relationship-building, negotiation, and customer service skills



- Ability to understand customer project requirements and work with internal teams to develop appropriate equipment and service solutions
- Strong organizational and time-management skills with the ability to manage multiple accounts and opportunities
- Experience using CRM systems to manage customer activity, pipeline, and sales reporting
- Self-motivated and results-driven with the ability to work independently in a field-based sales environment
- Ability and willingness to regularly visit customer offices and jobsites throughout the assigned territory
- Valid driver's license

Preferred Attributes

- Knowledge of mobile cranes, rigging, heavy lifting, or related equipment and services
- Experience evaluating jobsites or working with operations to develop crane rental and lifting solutions
- Existing network within Michigan construction, utility, industrial, manufacturing, or infrastructure markets
- Understanding of union labor requirements and jobsite coordination
- OSHA 10/30 certification or related construction and industrial safety knowledge