Manufacturer Sales Representative

Well established precious metal and PVD coating service provider seeks a sales representative to sell metal finishing to manufacturers. The candidate would seek out and visit establishments that manufacture metal product, such as automotive parts, electronics, fuel cell/battery, components, medical, laser, jewelry etc. They would utilize their knowledge of the electroplating process and PVD application and confer with production staff to analyze special processes or issues related to customers product. The position requires that customers have the right products and services, as well as identify new markets and customer leads and pitch prospective customers, all while maintaining good customers relations. Responsibilities would include servicing existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential customers.

Skills & Qualifications:

* Familiar with NADCAP/AS9100D
* Meeting sales goals
* Territory management
* Prospecting skills
* Product knowledge

Education & Experience

* Five years of manufacturing industry sales experience
* Familiarity with office software, phones, zoom and google teams

Benefits:

* Dental insurance
* Flexible spending account
* Health insurance
* Life insurance
* Paid time off
* 401K Plan