



The R. J. Marshall Company seeks a *District Sales Manager* with 5 years of experience in sales or sales management for our West Coast District. District territory includes all of the United States West Coast states and into Western Canada. Reporting to the Executive Director of North American Sales you will manage all sales functions in your district. From a home office you will be selling top quality industrial raw materials to the thermoset and thermoplastic industry. Extensive travel required. Experience in composites, cast polymer or equivalent technical or manufacturing experience is a plus. The District Sales Manager will participate in national and regional strategic meetings and lead product training meetings with distributor sellers. If you are self-motivated, have great customer service and sales skills, and enjoy the challenge of finding new customers whom can benefit from our products please apply today.

To learn more about our company please visit www.Rjmarshall.com

Primary Responsibilities:

- Build relationships with current & prospective customers through sales support, customer service, technical knowledge and problem solving.
- Maintain follow up procedures with new clients and correctly initiate them.
- Work with product managers to identify new opportunities for sales and effectively present the key features and advantages of our products to secure new business.
- Update customer relationship management system with new contacts and document significant updates in call reports that relate to customers, products and markets.
- Report on pre-determined targets in the assigned region or product category and assess needs to gain business.

Interested candidates please contact Kathy Zane at kzane@rjmarshall.com