



Job Location
North Central Region
Department
Composite/Cast Polymer
Employment Type
Full Time

Description

The R.J. Marshall Company seeks an Industrial Sales Manager with 5 years' experience in sales or sales management for our North Central Region. States included are Iowa, Illinois, Indiana, Kansas, Minnesota, Missouri, Nebraska, Wisconsin, North & South Dakota. Also Saskatchewan and Manitoba 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 Industrial 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 which can benefit from our products, please apply today. To learn more about our company visit www.rjmarshall.com

Primary Responsibilities:

Build relationships with current and 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.

***** Benefits include: 401-K with a 2% match after one year of employment, Medical, Dental, Vision, Life Insurance, Short Term Disability, Company Car, Company Cell Phone and Laptop*****

Please direct all inquiries to Larry Blake – lblake@rjmarshall.com