

The R.J. Marshall Company seeks a District Sales Manager with proven 5 years of sales experience in Cast Polymer, Fiberglass Reinforced Plastics industries or equivalent technical manufacturing experience for our Gulf Coast District States including Mexico.

From a home office you will manage all sales function in your district, selling top quality industrial raw materials in the Cast Polymer, Fiberglass Reinforced Plastics industries.

Extensive travel required to territory assigned, which includes:

New Mexico	Arkansas	Colorado	Mexico	Louisiana
Tennessee	Texas	Mississippi	Oklahoma	Alabama

Primary Responsibilities:

- Responsible for business growth both in sales and margin dollars, with new and existing customers within assigned territory.
- Reports directly to the Vice President of Sales
- Works directly with distributors and customers to build a strong market presence.
- Performs product trials and demonstrations to train, teach and improve distributor and customer product knowledge.
- Work with the Vice President of Sales to develop and improve on existing products and product growth strategies. Increase market share on all products including working with Product Managers for RJM product groups.
- Maintain market awareness of competitive products and situations.
- Assist at all National and Regional Shows involving RJM products.
- Assist Customer Service and Marketing as required, as well as Technical Service and Quality Departments.
- Perform other duties as assigned.
- 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
- Paid Vacation and Holidays

Minimum Requirements:

- Bachelor's Degree or equivalent
- Multilingual in Spanish
- Good verbal and written communication skills
- Pass drug screening test.

*If you are self-motivated, have great customer service and sales skills, and enjoy the challenge of finding new customers who can benefit from our products, please apply today. Please send resume and salary requirements to kzane@rjmarshall.com
To learn more about our company visit www.rjmarshall.com*