



**The RJ Marshall Company** seeks a **West Coast District Sales Manager** with a proven three to five years sales experience in Cast Polymer, Fiberglass Reinforced Plastics Industries or technical manufacturing experience for our West Coast District States including Western Mexico.

**Requirements:**

- Business or Technical Degree preferred or equivalent industry knowledge
- Extensive travel required
- Work from remote home office
- Strong computer skills: Microsoft Office and Excel
- Effective written and verbal communication and report writing skills
- Problem Solving ability
- Pass drug screening test

**Primary Responsibilities:**

- Management of sales growth of new and existing customers in assigned territory.
- Reports directly to the V.P. of Sales and works closely with the Regional Sales Managers, Product Managers, and Technical Organization.
- Work directly with Distributors and their customers to build a strong R.J. Marshall product presence in the marketplace.
- Perform product trials and demonstrations to train, teach and improve distributor and customer product knowledge.
- Work with VP of Sales and Senior Management to develop and improve on existing product and growth strategies.
- Develop new business opportunities at target accounts, and maintain a list by products.
- Maintain market awareness of competitive products and competitor commercial activity.
- Assist at all National and Regional Shows involving RJM and MAT/AFA products.
- Assist Customer Service and Marketing as required, as well as Technical Service and Quality Departments.
- Update customer relationship management system with new contacts, and document significant updates in call reports that relate to customers, products and markets.
- Perform other duties as assigned.

**Benefits Included:**

- 401-K with 2.5 % Match after one year of employment
- Medical, Dental, Vision, Life Insurance and Short-Term Disability
- Company Car, Company Cell Phone, Laptop and Tablet
- Paid Vacation and Holidays

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 send your resume and salary requirements to [LBlake@rjmarshall.com](mailto:LBlake@rjmarshall.com)

To learn more about our company visit [www.rjmarshall.com](http://www.rjmarshall.com)