



OUTSIDE MANUFACTURING SALES REPRESENTATIVE

SFS Group USA Division Riveting is currently looking for an Outside Sales Representative to be responsible for our OH, KY & TN territories

This person will be responsible for covering their assigned territory, building B2B relationships with new and existing customers while at the same time representing the quality products and services that SFS Group USA, Inc., has provided for over 60 years.

The person hired for the Outside Sales position will focus on delivering strong solutions to our customer base which includes – automotive, manufacturing and construction involving both fasteners and tooling. Effective communication and organizational skills will be required for this position as well as strong self-motivation.

Key Responsibilities:

- Establishes, develops and maintains business relationships with current and prospective customers in the assigned territory/market segment
- In-person sales calls and presentations to existing and prospective customers.
- Manages current distributor sales goals as well as direct end user accounts
- Demonstrates products to existing and potential customers and assists them in selecting those products best suited to their needs.
- Develops clear and effective written proposals and quotes for current and prospective customers.
- Provides Management with oral and written reports on customer needs, problems and product interests
- Expedites the resolution of customer problems and complaints.
- Stays current with product applications, technical services, market conditions, competitive activities as well as marketing trends and activities.
- Ability to build strong interpersonal skills in a fast-paced environment
- Participates in trade shows and conventions as requested

Experience/Requirements:

- 5+ Year's experience in sales
- Strong communication skills - both written and verbal
- Must be proficient in Microsoft Office including: Word, Excel and Power Point
- SAP SBC|CRM experience is a plus
- Bachelor's degree from an accredited University or the equivalent in business experience
- Self-motivated - someone who can work effectively with an appropriate sense of urgency and attention to detail.
- Travel approximately 50%
- Must have current and valid driver's license

We are an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.