

Sales Manager – Refractories & Construction

COMPANY INFORMATION:

We are a full service refractory company that provides engineering, construction and refractory materials. The company services a wide range of industries including steel, aluminum, chemical, power plant, and sugar to name a few. We have been in business for 90 years and have a strong brand name and loyal customer base. The company manufactures refractory in Ohio, has five construction offices throughout the United States and is headquartered in Chicago. We also support the sales and construction efforts of 16 independent distributors throughout North America and the Caribbean.

We are currently recruiting for refractory sales professionals throughout North America. As we grow and expand, we are looking for energetic self-starters who can run satellite offices with minimal direct supervision.

JOB DESCRIPTION:

The Sales Manager will be responsible for refractory and construction sales in a designated territory. This position will manage existing accounts, prospect and qualify new accounts and industries, and be implement key tactical initiatives that increase our profitability. The sales efforts will be supported by our nearest construction offices and may include direct involvement with an independent distributor. We offer a competitive salary and benefit package, as well as an attractive commission structure.

JOB DUTIES:

- *Develop and grow relationships with key existing accounts*
- *Develop and implement a plan to prospect both new accounts and industries*
- *Work with our construction offices and distributors to maximize sales*
- *Work with R&D to develop new products that solve our customer's problems*
- *Work with Engineering to grow sales by providing solutions to customer problems, designing new furnaces, and positioning the company as a one source solution*
- *Work with Operations to provide accurate forecasts and adequate lead times in order to minimize overtime and excess inventory*
- *Provide management with assessment of on-going risks and opportunities*
- *Work with Marketing to promote the company's new products and image in the designated geographical area*

QUALIFICATIONS:

- *5+ years of experience in the refractory industry and a strong knowledge of the construction/installation of refractory materials*
- *4-year business degree or equivalent with a preference for a technical background*
- *Excellent sales skills with the ability to negotiate and close*

- *Excellent problem solving skills, with an emphasis on innovative and creative solutions that result in higher profitability*
- *Self-starter, who needs little direction and is not intimidated by cold-calling or prospecting new business*
- *Excellent communication skills, both orally and written*
- *Must be willing to travel 50% or more of the time with some overnight travel required*
- *Strong analytical skills and knowledge of all business numbers, including estimating construction costs and developing bid packages*
- *Construction supervision experience on refractory installation is a plus*