



1520 Ardmore Ave.  
Itasca, IL 60143  
Tel: 800.447.4230

**Position: Midwest Regional Sales Representative**

**Reports to: Branch Manager**

### **Summary**

The Midwest Regional Sales Representative is responsible for business development, intensely penetrating markets in designated regions, and properly promoting and selling the company's products and services while maintaining long-term relationships with an existing customer base and establishing potential opportunities.

### **Duties and Responsibilities**

- Develop long-term relationships through regular contact with customers to manage and interpret their requirements and keep them up to date on product line changes and modifications.
- Penetrate new customer accounts to drive growth and profitability.
- Provide pre-sales assistance, product education, and first-level post-sales support to provide solutions to customers' concerns or problems.
- Support sales & marketing activities by attending trade shows, conferences, and other marketing events if necessary.
- Maintain and update customer accounts in Management Database.
- Follow-up on qualified leads and referrals and all sales activity through telephone, written, and personal contact.
- Become a trusted advisor to the customer and participate in the customer's strategic planning.
- Travel to customer locations as required; presenting company products, services, and pricing information in a professional manner.
- Develop and maintain information on competitive position, monitor competitor product developments, and make recommendations to improve the company's competitive position.
- Monitor market and industry projects to identify market opportunities, improve company position, and provide efficient customer service.
- Prepare and provide customer demonstrations and user-trainings to introduce new product releases.
- Prepare and submit call reports and expense reports in a timely manner.
- All other duties as required.

### **Knowledge, Skills, and Abilities**

- Strong knowledge of industry: strengths and weakness of sales channels and customers
- Self-motivated and able to work independently
- Sound business judgment and complex problem-solving capabilities

- Organization skills, experience prioritizing and managing multiple tasks/issues simultaneously
- Able to work in a fast-paced, self-directed environment.
- Strong product knowledge as well as customer knowledge
- Excellent verbal and written communication skills.
- Excellent Relationship Management skills.

### **Education and Qualifications**

- Bachelor's degree in business, marketing, or related training and experience
- 3-5 years of successful sales experience, preferably in the industries of manufacturing or distribution of valves, pipes, or fittings.
- If the above industry experience is not available, experience in an industrial distribution environment will be considered.
- Product knowledge is a plus
- Valid driver's license

### **Regional Areas of Travel:**

- Illinois, Iowa, Indiana, Kansas, Michigan, Missouri, Minnesota, Nebraska, North and South Dakota, Western Ohio (primarily Toledo & Lima) and Wisconsin, are all possible destinations.