



WASHINGTON MILLS

Mid-West Regional Sales Representative

Washington Mills

165 King Street, Sun Prairie, WI 53590

(608) 837-5155

Company Description

Washington Mills, established in 1868, is one of the largest producers of high-quality abrasive grain and fused mineral products in the world. It has facilities throughout the U.S., Canada and Europe and serves a global customer base.

Washington Mills Ceramics, a Washington Mills affiliate, established in 1979, is the leading manufacturer in North America of first quality, precision preformed Ceramic Media products for use in metal and synthetic finishing applications. Washington Mills Ceramic Media products have been developed and engineered utilizing the highest quality abrasives produced by Washington Mills.

Job Description

The Mid-West Regional Sales Representative will market and sell manufactured and resale consumable abrasive materials to customers using them in industrial metal finishing applications where material removal, polishing, and surface preparation of products is required. The Mid-West Regional Sales Representative will manage specific territories throughout the Mid-West. Face to face sales calls will be made to distributors and end users of these products with a concentration in the primary industries of: aerospace, automotive, medical, 3-D printing, and a wide array of other industrial applications where consumable abrasive products are required.

The Mid-West Sales Regional Representative position involves at least 50% travel to customers and accounts that are primarily within driving distance and some circumstances in which air travel is required. The office work location of the Mid-West Regional Representative will be a geographic location conducive to their territorial responsibilities. The Mid-West Regional territory is defined as: Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, North Dakota, South Dakota, Nebraska, and Kansas.

The responsibilities of the Mid-West Regional Sales Representative involve the following primary tasks:

- Work face to face with authorized distributors and end users of the products, selling both consumable abrasive grain and ceramic media products depending upon specific applications.
- Provide expertise, assistance and guidance relative to their specific metal preparation or finishing needs. Show the benefits of the products through performance relative to other products available.
- Provide engineering and a technical solution selling experience. Inform accounts of and demonstrate methods whereby new products and new applications of existing products would prove beneficial.
- Stay informed of significant market manufacturing changes, competition or other developments within these accounts. Ascertain the need for additional new product development to meet new and everchanging industry trends and customer needs.

- Work closely with an established network of industrial distributors. The Regional Sales Representative is responsible for developing relationships with these distributors and their sales personnel by providing thorough training based upon Company marketing resources and on-location partnered sales calls, to sell the Company's product lines.
- Develop and nurture account relationships to grow sales within existing accounts. Build confidence, respect and carry forth the goodwill of the Company. Provide effective communication and customer service. Continuous attention directed to the specific needs of the customer.
- Identify and obtain new accounts through a consistent and organized program of market data collection and cold calling. Identify unique trends in production techniques, research newly developed material applications, prospect internet leads and cold call on prospective business opportunities.
- Continuous monitoring of sales by accounts to ensure that products are performing satisfactorily and that any questions or complaints are answered promptly and in conformity with established company practices.
- Study and forecast customers' ordering patterns, communicate ordering trends to the manufacturing plant to facilitate adjustments to plant production schedules for purposes of maintaining adequate inventory levels to meet customer demands.
- The Mid-West Regional Sales Representative will utilize a CRM system to document communication and opportunities on accounts and prospecting activities.
- The Mid-West Regional Sales Representative will provide reports measuring performance of actual sales versus projected sales expectations (volume, product, price) through the creation and maintenance of ERP reports and spreadsheets. The Regional Sales Representative uses experience and knowledge to assist in the preparation of annual sales forecasts, market objectives, and strategies.
- Responsible for accomplishing established goals and objectives for this designated territory in accordance with budget and business expectations.

Required Skills

- Bachelors' Degree in Business, Sales/Marketing, or Engineering field preferred
- Proven sales, negotiation and customer service skills
- Knowledge regarding pricing strategies and sales forecasting
- Strong interpersonal communication skills – verbal/written to establish and maintain good working relationships with customers
- Proven experience generating sales leads and developing prospects
- Proficient in MS Word, Excel and Power Point. Understanding of (CRM) Software applications
- Demonstrated ability to work within a team to achieve district, division and company objectives
- Self-disciplined, able to work and make decisions unsupervised
- Ability to travel, including overnight
- General understanding of mechanical processes and functionality
- Knowledge of these specific markets and its customers would be an advantage
- Experience developing sales plans
- Understand business operations, including finance, production and sales
- Capable of training and directing the efforts of associated sales personnel
- Competitive, disciplined and self-motivated individual possessing a desire to win and achieve
- Must not be subject to restrictive employment agreement in field similar to ours

Preferred Skills

- Minimum of 3+ year's sales experience in an industrial consumable sales position
- Experience selling abrasive products or experience working in the metal preparation industry preferred

Benefits

- Washington Mills offers a comprehensive and competitive benefit package including:
- Pay at a rate commensurate with experience
- Reimbursable Company business related expenses
- Medical and dental plans heavily subsidized by Company when working thirty hours or more
- Company paid life insurance
- 401(k) with an employer match and employer discretionary contribution at six months
- Immediate paid vacation and holidays
- Family-friendly sick and personal leave

The above statement reflects the general details considered necessary to describe principle functions of the job identified, and shall not be construed as a detailed description of all the work requirements that may be inherent in the job.

Washington Mills is an Equal Opportunity Employer committed to workforce diversity. M/F/D/V. Qualified minorities, women, individuals with disabilities, and veterans are strongly encouraged to apply. To apply, send a resume and cover letter to grastonjobs@washingtonmills.com.

Dated: February 2019