



SALES - JOB DESCRIPTION

REPORTS TO: Inside Sales Manager

SUMMARY:

This position follows up on sales leads, visits customers and potential customers, develops relationships and solicits metal fabrication for the power generation, industrial, and appliance market.

QUALIFICATIONS:

- Business degree from a 4 year college or university
- 2 years manufacturing experience – preferably metal/alloy related
- 2 years total sales experience
- Must possess effective written and verbal communication skills
- Must be able to navigate in a windows based computer environment
- Experience with Microsoft Office, including Outlook, Excel, and Word

KEY RESPONSIBILITIES AND ACCOUNTABILITIES:

- Customer and potential customer visits
- Interact with design, marketing, materials, and purchasing staff at customers – facilitate prospective metal fabrication concepts and products for production
- Liaison for customers and United Alloy, Inc.
- Render technical assistance in the areas of design, construction, and testing of components and units
- Perform quoting and cost estimating of various new and existing jobs – identify materials, labor requirements and related costs
- Other sales duties as assigned
- Has the authority to stop production when nonconforming parts are detected
- Understands and demonstrates the 6 core behavioral expectations: Communicative, Motivated, Responsible, Dependable, Inquisitive, Accountability

Qualified individuals should send their resume to humanresources@unitedalloy.com
United Alloy Inc. is an Equal Opportunity Employer.

I have read and understand the job description for a United Alloy Sales Manager.

Signature: _____ **Date:** _____