

McWane Ductile Ohio
External Notice of Salaried Job Opening

Date Posted: April 3, 2024 Job Title: Sales Representative –GA & Western SC Position Reports to: Sales Manager	Employment: Full Time (Min 40 hours) FLSA Exempt E5 Shift: Days & as needed
<p>McWane, Inc. is an equal opportunity employer. Employment is made available to all persons without regard to race, color, religion, sex, national origin, age, and marital status, disability that does not prohibit performance of essential job functions with reasonable accommodation, Vietnam Era or veteran status. This policy applies to hiring, placement, recruitment, rates of pay or other forms of compensation, benefits, promotions, transfers, layoffs, recalls, Company-sponsored training, terminations, and other employment-related activities.</p>	
<p>Basic Duties and Responsibilities: Represent and promote the sale and use of McWane Ductile Pipe products to customers and prospective customer, municipal and consulting engineer specifiers. Sales Territory is GA & Western S. Carolina market. Maintain positive relations with distributors and assist them in selling company products. Comply with all company policies and procedures. You must live within your territory and ideally it would be centrally located to the region. This is home based office with travel requirements.</p>	
<ul style="list-style-type: none">• Maintain, develop, expand and service customer base in assigned sales territory.• Promote complete product line to potential customers/engineers/end users• Identify current market conditions and trends• Creating product/industry related content marketing “Blogs”• Generate reports, prepare documents and presentations• Monitor and evaluate competitive products and companies• Deliver presentations to audiences on specific topics• Support credit department with collecting project information and monies• Proficient in reading and interpreting site drawings, plans and specification• Conduct complaint investigations and manage issue to resolution• Demonstrate proper product application handling and installation in field and office• Represent company at trade shows and meetings while promoting products and services• Manage territory opportunities, customer information, quote and results using Sales Force• Overnight travel including some on short notice• Brainier – Required safety training. <p>This position requires travel throughout the territory as well as working independently with minimum supervision from a home office. A suitable candidate will maintain a positive attitude and work well in a team environment.</p>	

Minimum Qualifications:

- Bachelor's Degree, preferably in Business, Engineering or Communications and a minimum of 2 years' experience in spec products or ten (10) years' experience in the utility, water, wastewater, or construction industry may be considered in lieu of a degree.
- Proven Sales Ability, and the ability to develop new clients into long lasting customers
- Ability to build and network for new business opportunities and referrals
- Establish professional relationships with customers and purchasing contacts
- Strong oral and written communication and presentation skills
- Time and priority management is a must
- Proficient in Microsoft Office applications (Word, Excel, Power-point) and database usage
- Valid Driver's License
- Clean Motor Vehicle Report

Physical Demands: The physical demands described below are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to stand, walk, sit, use hands, to finger, handle or feel; reach with hands and arms and talk and hear. The employee is occasionally required to climb or balance, stoop, kneel, bend, crouch or crawl, and taste or smell. The employee may occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus. The work environment characteristics described are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is occasionally exposed to wet and/or humid conditions, moving mechanical parts, fumes or airborne particles, outside weather conditions, extreme heat and vibration. The noise level in the work environment is usually moderate.

How to Apply

Interested candidates must complete an online McWane Ductile Ohio Application Form which can be accessed at <http://careers-mewane.icims.com>. Employment is contingent upon satisfactory completion of a Company Application, Confidentiality, Assignment and Non-Competition Agreement, criminal background check, professional reference check, health assessment and pre-employment drug screen.