

**OUTSIDE SALES –ACCOUNT REPRESENTATIVE
INDUSTRIAL – STEEL PROCESSING**

Toledo Steel Supply, Inc with over 100 years of combined experience, provides quality steel burning and grinding. Our processes utilize state-of-the art technology to provide superior quality. Our team is comprised of experts in the field. It is our goal for each and every order to exceed our customer's expectations. Toledo Steel Supply, Inc is currently conducting interviews for an Outside Sales Account Representative position in our Southern Ohio sales region (Columbus, Dayton and Cincinnati).

POSITION SUMMARY

- The Account Representative sells Toledo Steel Supply services and value added products by visiting and interacting with established and prospective customers to ensure the achievement of individual and corporate sales and profit goals.

DUTIES and RESPONSIBILITIES

- Ensures growth of sales and identifies and develops new prospects and grows business to contribute to the achievement of corporate sales goals.
- Responds to customer needs, consistent with Toledo Steel Supply standards, culture, and business practices.
- Demonstrates teamwork to ensure achievement of corporate sales goals.
- Maintains sales records and generates relevant market/sales reports for management as directed.
- Monitors expenditures to ensure compliance with approved budgetary constraints.
- Develops a personal business plan under management supervision to establish personal annual goals.

EDUCATION and EXPERIENCE

- A High School Diploma or the equivalent is required
- An Associate's or Bachelor's Degree is preferred
- Two years outside industrial sales experience is required
- Steel Processing Sales a plus

SKILLS

- Excellent verbal and written communications skills
- Basic computer literacy desired

OTHER REQUIREMENTS

- Valid driver's license
- Position requires daily local travel within market territory

BENEFITS

- Competitive wages
- Medical, Dental, Vision and Life coverage
- Retirement Savings Plan
- Paid vacation and sick time
- Bonuses
- Car
- Phone

Website: www.toledosteelsupply.com

Email resume to: HR@toledosteel.net