

## **Industrial Sales Representative**

### **Division: South Bend, Indiana**

Abtrex Industries, Inc, a 50+-year-old family business whose purpose is to protect our customer's assets and the environment from the bad stuff welcomes you.

We all work together to double in size as a turnkey manufacturing and installation company within the next 5 years.

We specialize in Abtrex rubber linings, our sweet spot. If you want to belong to a team that does this well every day, this company's a great fit for you.

Clients are companies processing, storage, and ancillary steel equipment that needs protection from abrasion and corrosion anywhere in the world. If you have experience working with this type of client – or want that experience – this role will be a great fit.

### **Responsibilities**

You'll love coming to work every day if you get, want, and have the capacity to do:

- Prospect customers
- Develop and maintain relationships
- Present Abtrex Industries' capabilities and solutions
- Vet inquiries
- Prepare price estimates using material take-offs and labor estimates
- Project manage large field jobs

You'll have success here if you value clear processes and feel qualified to do the following things:

- Supply products and knowledge
- Apply creative quality solutions to minimize customer downtime
- Establish relationships that customers can rely on

We train our team to help them succeed, and everyone on our team helps with our success. In this role, you'll be accountable to hit the following numbers each week:

- Receive 5 new requests for pricing
- Close on \$75K in new orders

- Improve your close ratio

If you want to come to work, learn, and hit those numbers, you'll be recognized and rewarded.

## **Qualifications**

You will love it here if you:

- Get it done
- Believe reputation is key
- Are growth oriented
- Focus on safety
- Have steel fabrication (ASME preferred) or industrial lining industry experience

## **About Abtrex Industries**

Our company runs on EOS purely. That means as a member of this team, you will have a leader who:

- Gives clear directions
- Makes sure you have the necessary tools
- Acts with the greater good in mind
- Delegates appropriately
- Takes time to truly understand your role and how you can help the company
- Makes their expectations clear
- Communicates well
- Has effective meetings
- Meets one-on-one with you quarterly or more, if needed
- Rewards and recognizes your performance

Job Type: Full-time

Pay: \$60,000.00 - \$80,000.00 per year

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Health insurance
- Health savings account

- Life insurance
- Paid time off
- Vision insurance
- Short term disability