

## **Sales Representative**

Founded in 1969, Abtrex Industries has been delivering engineered industrial solutions for nearly 60 years. We are a leading rubber liner and industrial fabrication company specializing in metal fabrication, rubber lining, wear protection, and corrosion-resistant systems for mission-critical applications.

Abtrex serves demanding industries including mining, power generation, chemical processing, steel, pulp & paper, cement, water/wastewater, and heavy manufacturing. Known for engineering expertise, quality execution, and long-term customer partnerships, we help customers extend asset life, improve safety, and reduce total cost of ownership.

We are currently seeking an **Industrial Sales Representative** to join our sales team in **South Bend, Indiana**. This role is ideal for candidates who enjoy building strong customer relationships, providing practical solutions, and managing projects from start to finish. If you have industrial sales experience, a problem-solving mindset, and a collaborative approach, this role will be a great fit.

## **Responsibilities**

- Prospect new and existing customers to identify sales and project opportunities
- Present Abtrex Industries' capabilities, products, and solutions to customers
- Vet customer inquiries to define scope, requirements, and feasibility
- Prepare accurate price estimates using material take-offs and labor estimates
- Manage projects from order through completion, including large field and on-site jobs
- Provide customers with products, technical knowledge, and application support
- Apply creative, quality-focused solutions to minimize customer downtime
- Establish and maintain reliable and strong relationships on which customers can depend
- Collaborate closely with internal teams, including engineering and production, to ensure successful project outcomes

## **Qualifications & Requirements:**

- Minimum of five years' experience in steel fabrication (ASME preferred) and/or industrial corrosion-resistant lining/coating systems, especially rubber.
- Strong understanding of industrial fabrication, lining applications, and project workflows
- Experience preparing estimates, including material take-offs and labor calculations
- Ability to manage multiple projects simultaneously from inquiry through completion

- Strong customer-facing skills with the ability to build and maintain professional relationships
- Effective written and verbal communication skills
- Strong organizational skills with attention to detail and accuracy
- Problem-solving mindset with the ability to evaluate job requirements and propose practical solutions
- Strong computer skills with proficiency in standard business software, including ERP (Business Central preferred), estimating tools, Microsoft Office, or equivalent
- Ability to work collaboratively with engineering, production, and field teams
- Hired applicants must be able to pass a background check.

### **About Abtrex Industries**

Our company operates on the Entrepreneurial Operating System (EOS), meaning you can expect leadership that provides clear direction, ensures you have the tools and support needed to succeed, acts in the best interest of the team and company, and delegates responsibilities appropriately. Our leaders take the time to understand your role and how your work contributes to the organization, set clear expectations, meet with you one-on-one, and consistently recognize and reward strong performance.

You'll be supported by experienced technical, production, and field teams and have opportunities to expand your technical and project management skills.

At Abtrex, our core values guide everything we do:

- Get it done
- Reputation is key
- Growth oriented
- The safe way is the Abtrex Way

To learn more about our company culture and the recruitment process, please visit:

<https://abtrex.com/careers/>

**Pay:** \$65,000.00 - \$85,000.00 per year

Benefits offered by the company:

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

- Life insurance
- Paid time off
- Vision insurance
- Short Term Disability
- HR Recognition Platform