

Technical Territory Sales

Polytek® Development Corp. is a leading manufacturer of mold making and casting materials. Polytek® is currently looking for a highly motivated, experienced, and extremely organized individual to join our rapidly expanding company.

Essential Job Functions:

Major tasks and other key responsibilities include:

- Meet territory objectives and sales growth targets.
- Visit/manage accounts and strengthen customer relationships.
- Identify new and drive closure of opportunities.
- Manage distributor network in respective territory.
- Prospect for new customers.
- Conduct market research and keep updated on market trends, technology, new product offerings, customers and competitive environment.
- Conduct demonstrations and educate market on product offering.
- Serve as primary technical interface with customers and play a key role in solving problems related to the use of Polytek products.
- Drive progress on key sales initiatives.
- Participate in industry conferences, trade shows and exhibits.
- Leverage and adhere to key selling processes.
- This position requires up to 50% travel. Frequently travel is outside the local area and overnight.
- Perform other duties as assigned.

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Must be able to sit at a desk for prolonged periods of time and work on a computer.
- Must be able to work in an office environment.
- Must be able to talk, hear and see with vision abilities including close/near, distance, color and peripheral vision, depth perception and ability to adjust focus.
- Must wear required Personal Protective Equipment (PPE) when entering manufacturing areas.
- Travel may include up to 5%.

Education and Experience:

- Must be able to understand, speak, write and read English.
- B.A./B.S Degree preferred.
- 3 - 5 years of experience preferred.
- Must be proficient in Microsoft Office Suite.
- Must have the ability to work independently in a fast-paced environment.
- Strong verbal and written communication, organizational, attention to detail, analytical, problem-solving and time management skills.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.