



Rahco Rubber, Inc.

1633 Birchwood Ave

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Objective: To onboard a seasoned/aggressive outside industrial salesperson.

Expectations:

- To effectively grow known target accounts and develop new business opportunities.
- Knowledge of and commitment to commercial prospecting, qualifying and the value-added selling molded plastic/rubber components.
- Possesses excellent salesmanship, good decision making and effective presentation skills.
- Develop a sales pipeline of target rich companies with identified key contacts.
- Ability to nurture key relationships and systemic growth within a customer's organization.
- Promote Rahco Rubber as a brand ambassador driving new market presence.
- Participate in the preparation and submission of quotation and proposals.
- Able to contribute effectively to collaborative dialogue/meetings.

The ideal candidate will have:

- 10+ years of industrial sales.
- Hunter mentality, capable of seeking out potential OEM & Tier'd manufacturing targets, engaging and pursuing molded (3-dimensional) rubber parts used in high volume.
- Must maintain a sense of ownership and personal responsibility towards shared company's objectives.
- Strong written and verbal communication skills.
 - Ability to effectively communicate Rahco Rubber's core competencies, delivered value, commitment to quality and individualized solutions approach.
- Experience with customers in targeted new markets.
- Capable of planning, coordinating and organizing work; ability to self-direct multiple projects, support deadlines and report on executed sales efforts.
- MS Office proficient.
- Bachelor's Degree preferred.
- Ability to travel, approx. 50%

Compensation:

- Competitive Salary
- Benefits package that includes medical, dental and vision
- 401K w/matching funds opportunities
- Paid vacation days

Contact if interested: Giovanna Gomez, HR Director @ giovannagomez@rahco-rubber.com

