Job Summary – Manufacturer’s Rep (Entry Level)

We are looking for a talented entry level Manufacturer’s Rep to work in a fast-paced, multifaceted growth environment. The successful candidate will play a fundamental role in launching a new innovative product in the business-to-business environment as well as achieving our ambitious sales growth objectives.

Full time employment opportunities may exist for interns who exceed expectations. Internships opportunity offered from January 1st to April 30th. Company vehicle provided and travel allowances paid.

Job Responsibilities

- Expand the brand /product recognition in the territory by actively calling on new and existing customers.
- Meet/exceed daily customer sales goals for the assigned territory.
- Identify and pursue additional opportunities in current and new product lines.
- Product/industry presentations to customers at all levels within the target company.
- Report on weekly activities and operations.
- Utilize the company software system to build a database for marketing materials.
- Participate and network in various industry associations and functions.
- Attend training and trade shows as required.
- Plan activities/trips to maximize territory coverage and maintain travel expenses within budgets.
- Gain a workable knowledge of the company's culture, processes and procedures

Job Requirements

- 0-2 years of experience
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- Demonstrated proficiency in Microsoft Word, Excel and PowerPoint.
- SalesForce experience a plus.
- Pursuing associate or bachelor’s degree or its equivalent in a related area.
- Familiar with standard concepts, practices, and procedures within a particular field.
- A certain degree of creativity and latitude is required
- Daily travel and some overnight travel required

Contact and Other Information  Multiple territory locations available across the US. See www.duraproducts.com and sister-company www.pumpandmeter.com for additional information.

To apply, or request additional information, please send your resume to customerservice@duraproducts.com.