**Dura Products** is a state-of-the-art Indiana-based manufacturer of metering, pumping and dispensing systems. Founded by owners with decades of knowledge in farming and the chemical sales industry, **Dura Products** goes beyond excellent design to incorporate innovative, versatile and durable product designs with the end consumer always in mind. Today, throughout North America and Canada, farmers and agricultural and DEF retailers alike, **trust Dura Products** to deliver innovation, quality design and reliable performance. Whether it is the robust water sealing of our Dura-Meter™, our premium high-flow Dura-Pump™ or the time and money saving Dura-Load Station™, we are confident that once you use a Dura Product you will never settle for second best.

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**Job Summary – Manufacturer’s Rep (Permanent Opportunity) - Agriculture**

We are looking for a talented full time 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.

Paid internship opportunity offered from January 1st to April 30th. Full time employment opportunities may exist for interns who exceed expectations. 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](http://www.duraproducts.com) and sister-company [www.pumpandmeter.com](http://www.pumpandmeter.com) for additional information.

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