



APPLIED SURFACE CONCEPTS

Outside Sales Representative

Reports to: Director of Sales & Marketing

Building on nearly a half-century of advancement and automation of the selective brush plating process, SIFCO Applied Surface Concepts helps companies identify and implement surface enhancement technologies and services, adding value and quality to their products and operations. SIFCO Applied Surface Concepts is currently seeking a Outside Sales Account Manager.

Responsibilities:

Performs sales and marketing functions within a targeted market by selling Surface and Plating solutions (technology, products, services, and automation). Collects and distributes market and emerging technology information throughout SIFCO Applied Surface Concepts (ASC) with the intent of growing product offerings, sales footprint and overall profitability of the company.

- Actively seeks to identify and convert into positive sales, new opportunities for surface enhancement while protecting those that are already a part of SIFCO business model.
 - Further penetrates and protect key customer business while aggressively expanding into new high potential markets.
- Performs marketing and competitive analysis of assigned market for the intent of growing SIFCO ASC's business and profitability.
- Responsible for completing a 4-6 months training at the headquarters site on the SIFCO Process, systems and selling tools
- Works with Director to develop aggressive targeted marketing and sales programs with the intent of growing business and profitability in SIFCO ASC's assigned business.

Key Demonstrated Qualities

- Highly motivated individual with excellent situational awareness; ability to assess technical detail regarding customer's material needs
- Strongly analytical with ability to quickly identify opportunities for growth as well as the best and most correct path to penetrate an organization to reach the key decision-makers.
- Excellent organizational and communication skills. Excellent computer skills, including MS Office Suite, PowerPoint, and on-line CRM systems.

Other Core Selling Qualities

- Must be confident
- Excellent listener – Excellent social skills
- Goal Driven – Strong goal clarity
- High Level of integrity, ethics and values
- Resourceful, organized,
- Build long-term customer relationships



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- Ability to identify new applications, markets and customers.
- Sell the value of SIFCO products, support and services.
- Comfortable communicating with and ability to adjust message to fit any audience.

Qualifications:

- B.S. degree in engineering, chemistry, technical, business major or demonstrably equivalent experience.
- Advanced degree in business is beneficial.
- Military background desirable
- 2- 5 years in a technical sales role of engineered products (non-consumer)
- The ability to meet with various levels of management to communicate product offerings

Travel & Physical Requirements

- Must be willing to travel 50% of the time (typically week out/week in), but more frequently as necessitated by prospect/customer needs and work extended hours when necessary.

Competitive salary between 35K and 45K, benefit package, matching 401K and tuition reimbursement.

We offer:

**The opportunity to join an established and reputable company with a professional and dedicated staff;
Competitive pay and benefit package including Medical, Dental, Prescription, Life, Disability, Flexible Benefits Plan, Matching 401(k), Tuition Reimbursement, Vacation, Holiday pay and incentive plan.**

Submit Resumes via email: hr@sifcoasc.com

Visit our website at: <http://www.sifcoasc.com>