



Geronimo Alloys, LLC. has been manufacturing solid, hard-surfaced and bimetallic components using trademarked equivalent alloys, for over 35 years.

Based in Seguin, TX, we manufacture components such as seats, balls, stems, stem balls, plugs, cages, thrust bearings and body liners, as well as other parts, such as pump casing rings. Our components can be found in expellers, expanders, injection molding machines, galvanizing lines, pumps, hammer mills, heat treat ovens, frames, and many other types of process equipment.

Our industrial customers rely on our skill set, capabilities and quality to manufacture replacement parts for their process equipment. Whether it is a relatively new piece of process equipment that needs a replacement part or an old piece of equipment, in which the OEM has gone out of business, or has very long lead times, we provide the critical solutions/parts for our customers to keep their production capabilities running.

The Industrial Sales Representative's job is to identify, introduce, develop and nurture business relationships with companies and individuals within their designated territory. The Territory Sales Representative's goal is to generate and maximize revenue for the company. This is an excellent opportunity for motivated self-starters who want to enhance their skills with a company whose reputation speaks for itself.

Responsibilities

- Revenue generating position.
- Majority of time in field devoted to generating new customers in the refining, chemical processing, polymer, rubber, power and heavy industrial facilities.
- Develop your designated area's industrial market by referral, networking, cold calling and extensive prospecting.
- Conducting in-person needs, audits, and presentations with customers.
- Understand our capabilities and application of alloys and components.
- Set goals and collaborate with leadership to refine sales strategies.
- Develop and nurture strong personal relationships with customers.
- Meet with and develop high level contacts in customer accounts.
- Timely submit completed quote requisites to home office.
- Achieve quarterly & yearly sales quota.
- Daily territory management and revenue growth through daily customer visits.
- Develop and enhance a networking list of potential clients.
- Develop, plan and organize sales strategies to achieve desired results/goals.
- Network and engage corporate contacts via associations & meetings.

- Identify and understand customer's needs and requirements.
- Diversify industrial, traditional and nontraditional accounts.
- Support team members.

Sales Reporting

- Project quarterly and annual sales activity.
- Input daily sales activity into sales software.
- Consistently report in on new and potential jobs

Customer Support

- Follow up on quotes in a timely manner.
- Gather customer feedback.
- Manage customer expectations.

Requirements

- Proven track record of 5+ years of outside sales experience in industrial plants.
- Solid book of business/contacts in industrial accounts throughout Gulf Coast.
- Solid knowledge of customer operations, processes and equipment.
- Must have strong problem solving, planning and organizational skills and impeccable ethics.
- Experience selling industrial products.
- Excellent written / verbal communication skills.
- Proficiency in: Microsoft Excel and Word
- Must have a valid driver's license and excellent driving record.
- Comfortable presenting product & company information to individuals and groups.

Geronimo Alloys is a Drug-Free workplace. All employment is contingent on the successful completion of drug and background screening.

Education

H.S. Diploma required.

Certifications, Licenses

TWIC card (*desired, but not required*)

Employment Type

Full Time

Job function

Sales, Business Development