

**Job Title:** Manufacturing Independent Sales Representative

**Job Description:**

Achieves maximum sales profitability, growth and account penetration by selling the company's products and/or related services.

Personally contacts and secures new business accounts/customers.

Researches sources for developing prospective customers (both domestically and internationally) and for information to determine their potential.

**Qualifications:**

Must possess significant experience and related accomplishments in the Aerospace and machining industry. This should include marketing and selling products, planning marketing strategies, performing research and understand market demands, preparing contact plans and sales reports, and traveling to meet customers and secure orders.

Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach). Must be results-orientated and able to work both independently and within a team environment. Must possess excellent verbal and written communication skills. Proficiency in using Microsoft Office Suite applications and contact management software. Must have excellent sales abilities and be dedicated to the job to achieve the sales targets.

Compensation is based on a commission model.