

Potters Industries

Regional Sales Manager – Kansas City, KS

Potters Industries, PQ Corporation's wholly owned subsidiary, is a leading producer of engineered glass materials serving the highway safety, polymer additive, metal finishing, and conductive particle markets.

We have an immediate need for a Regional Sales Manager for our highway products and industrial products in the states of Illinois, Iowa, Kansas, Minnesota, Missouri and Nebraska.

Essential Job Functions:

- Responsible for sales effort and growth in Midwest territory while undergoing training in product sales techniques.
- Promote highway and industrial product lines to contractors, OEMs, distributors, and government agencies.
- Routinely communicate market activities and conditions to appropriate Potters personnel.
- Make organized and effective sales/technical presentations on products to satisfy customer needs.
- Reports to National Sales Manager.

Job Requirements:

- Minimum of one to four years of industrial sales experience (value added) with proven success record.
- B.S. degree required – technical degree preferred.
- Direct sales experience (four years) to OEMs, contractors, distributors, government agencies.
- Self-motivated and proactive with the ability to operate independently, establish and re-adjust priorities on a continual basis.
- Good verbal and written communication skills are essential.
- Knowledge of territory geography is highly desirable.
- Individual must be able to adapt to a wide array of customer types and customer job functions.
- Strong customer service skills as well as problem solving orientation.
- Computer knowledge, preferably in Microsoft Office.
- Personable individual, professional with technical selling skills.
- **Sixty percent** travel required.

We offer a competitive salary and benefits package. We are an Equal Opportunity Employer, M/F/D/V.