



<https://sales-executives.com/job/wichita-kansas-industrial-sales/>

Industrial Sales

Responsibilities

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- ☑ Grow the company's market share and customer base within a specific area of focus utilizing solution-based selling techniques to deliver value to our customers.
- ☑ Demonstrated experience and product knowledge working with industrial adhesives, sealants, coatings, and tapes.
- ☑ Develops and maintains key business relationships with customers at multiple levels of the organization (purchasing, engineering, manufacturing, quality, and executive leadership).
- ☑ Works closely with our supplier partners to introduce new and existing lines, demonstrate product features, and assist with any technical requests regarding product applications.
- ☑ Creates and implements a strategic sales plan with management to exceed sales goals on a monthly, quarterly, and annual basis.
- ☑ Utilize the company's CRM system to report sales calls, manage sales pipeline, and provide customer and competitor intel in a timely manner.
- ☑ Spend majority of time on customer facing activities. Act as a liaison between customer and cross functional teams at RBC. Assist with customer issues and related problems.
- ☑ Prospect for new accounts, present value proposition, and develop new customers.
- ☑ Attend internal sales meetings, training, trade shows, and conventions. Constantly strive to improve selling skills and product knowledge through internal and external training.
- ☑ Coordinate efforts with marketing to strategically target new and existing accounts.
- ☑ Represent the company at all times in a public relations capacity.

Qualifications

MINIMUM REQUIREMENTS:

- ☑ At least 3 years of industrial sales experience, preferably in adhesives, sealants, and coatings.
- ☑ Strong communication, writing, presentation, and follow-up skills.
- ☑ Great in front of the customer, excellent business and financial acumen.
- ☑ Must display initiative, ingenuity, flexibility and capable of setting priorities.
- ☑ Able to maintain confidentiality.
- ☑ Ability to use computer and phone and make general calculations.
- ☑ Ability to travel approx. 60% of the time.

Job Benefits

Compensation: Salary \$85,000-95,000 + bonus program based on experience.

Benefits: A comprehensive medical, dental, vision, life, short term programs along with paid vacation, 401K and ESOP savings plans.

Hiring organization

Sales Executives

Employment Type

Full-time

Industry

Industrial

Job Location

Wichita, Kansas

Base Salary

\$ 85,000

Date posted

April 8, 2025