

PROFESSIONAL SERVICES DIRECTORY


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EMPLOYMENT OPPORTUNITIES

nextwire

Nextwire, LLC, the leader of broad loom wire weaving and finishing in North America, has the following opening at the Star City, AR facility

SALES POSITION

We are seeking an individual with exceptional communications, interpersonal, computer and organizational skills.

The position will focus on sales to the manufacturers of OSB, MDF, and Particle Board within the Engineered Wood Product market. It requires a combination of inside and outside sales responsibilities with an expected average of 30-50% airline travel.

Job Qualifications and Experience

- Business degree is preferred and/or specific experience in the Engineered Wood Industry

Essential Functions

- Responsible for account strategies, territory planning and administrative responsibilities to ensure a high level of customer satisfaction is maintained
- Develops and increases sales revenue to meet assigned targets
- Becomes actively involved in a new sales orientation and sales training programs
- Acts as a resource in contract opportunities and proposals
- Assists with contract negotiations, closing the sale and developing marketing plans for contract accounts
- Assists with the planning of sales exhibits
- Attends trade shows
- Keeps informed of new products, services and other general information of interest to customers
- Checks on competitive activity and develops new methods of attaining customers and in attaining new accounts
- Troubleshoots problems regarding products provided
- Performs other job-related duties and responsibilities as may be assigned from time to time

Nextwire is an equal opportunity employer and does not discriminate because of race, color, religion, sex, national origin or any class protected under State or Federal Law.

Interested individuals should submit a resume to the following for consideration:

HR@next-wire.com

Subject line: SALES POSITION 13574

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