



Flooring Regional Sales Manager

Are you looking for a challenge? Are you a hunter? Looking to grow a territory while building long lasting sales relationships? If so, Oscoda Plastics (located in Oscoda Michigan) is looking for a Regional Sales Manager for its Protect-All Flooring line. This position will be based out of the Chicago, Illinois regional area.

In this role, you will be asked to:

- build relationships with new customers and increase market share of Protect-All Flooring
- increase sales development (to include corporate sales) and sales growth in your assigned territory/region.
- Work with the Sales Manager on the development of sales programs
- work with existing customer network to increase the sales and market share of Protect-All Flooring
- travel regionally in your territory at least three weeks per month (75% minimum travel time)
- attend trade shows and supplier events when needed

Position Requirements:

- 2-4 years of sales management experience required, to include; fully developed sales skills (prospecting, qualifying, closing, and growing existing customers)
- demonstrated success prospecting for and closing new business
- flooring and/or construction background preferred
- able to travel frequently (3 weeks per month minimum)
- Bachelor's degree in business/related field or equivalent experience required
- highly motivated and success driven
- strong communication and presentation skills
- excellent time and territory management habits
- experience with personal computer, e-mail, and Microsoft Office programs

Compensation & Benefits:

We offer a competitive salary and benefit program that includes:

- Medical, dental and vision insurance
- Prescription drug program
- Life and AD&D insurance (life insurance is equal to two times annual base salary)
- Short and long term disability
- 401(k) retirement plan with company contribution
- Paid vacation
- 8 ½ paid holidays
- Profit sharing
- Flexible Spending Accounts
- **Bonus Program, car allowance, cell phone and laptop are included**

Interested candidates can send their resume utilizing the following link

https://workforcenow.adp.com/jobs/apply/posting.html?client=jrbllc&jobId=140878&lang=en_US&source=CC2 or visit our careers page www.duro-last.com/employment for more information on this position and other JRB Personnel LLC. / Oscoda Plastics opportunities.

**JRB Personnel, LLC and Oscoda Plastics is an Equal Opportunity Employer,
Minority/Women/Disabled/Veterans**