

Evans Manufacturing Seeks Sales Professional. Ohio Territory

Evans Manufacturing, Inc., a nationally known manufacturer and supplier of promotional advertising products, is seeking an experienced and highly motivated Senior Account Manager for immediate employment in the Ohio Valley Territory. Key responsibilities include calling on established major accounts, developing account relationships, cold calling, and increasing sales in the region. States included are: OH, PA, DC, MD, NC, SC, VA, and W VA. Our ideal candidate will have a successful track record in sales and preferably in the promotional advertising industry, excellent attention to detail, solid computer literacy, strong verbal and written communication skills, and the ability to manage multiple projects and deadlines with minimal supervision. This is a fulltime position with salary, bonus program, mileage reimbursement, expenses, and employee health, dental, and 401(k) benefits.

RESPONSIBILITIES:

- Manage and grow territory business with minimum supervision.
- Willingness to travel overnight.
- Prepare for and conduct sales meetings with accounts.
- Assist in sales forecasting, and strategic planning activities.
- Develop presentations based on quarterly promotions and marketing strategy.
- Attend regional and national tradeshow.
- Cold calling on established promotional advertising distributors.
- A myriad of other challenging and interesting sales growth projects.

REQUIREMENTS:

- 5 or more years of outside sales experience, preferably in the promotional advertising industry.
- Established contacts in high profile distributorships.
- A proven record of accomplishment with an emphasis on sales growth.
- 4-year college degree preferably in business or marketing.
- A positive attitude, a self-starter, and able to multi-task.
- Overnight travel up to 60%.
- Proficient in Word, Outlook, PowerPoint, and Excel.
- Excellent communication and writing skills.
- Ability to work in a fast-growth and fast-paced environment.
- Columbus, Ohio residency preferred.

Evans offers good pay and top benefits, including a 401k with a Company match.

Qualified candidates, please email your professional cover letter, resume, and salary history and requirements to jobs@evans-mfg.com.