



## Job Description

### Outside Sales Representative Ohio-Indiana-Michigan Area USA

Tower Products is a recognized global industry leader in manufacturing and providing pressroom chemistry to the offset, flexographic and screen marketplaces. We are seeking an **Outside Sales Representative** with prior experience in selling consumable products to the printing industry in the Mid-Central United States with a focus on Ohio, Indiana and Michigan.

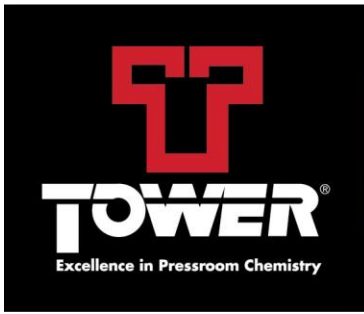
In this position, you will have the opportunity to manage your own sales territory by maintaining relationships with our current dealer channel and customers and developing new opportunities to effectively grow the business. The ideal candidate would be someone who can be a professional representative of our great company with strong interpersonal skills, basic technical knowledge of the printing process, the ability to communicate effectively with others and has knowledge of customers and customer locations in the core territory.

#### ***Job Responsibilities Overview:***

- Collaborate with the management team to plan and implement sales strategy.
- Maintain an excellent level of customer service and confer with existing and potential customers to determine needs, advise, and resolve issues.
- Manage and close business by onboarding new customers in the territory.
- Oversee the, installation and training of pressroom chemical products at the customer level.
- Develop solid relationships with our dealer partners to service our customer base.
- Stay on top of industry trends to identify potential opportunities for company growth.

#### ***Position Requirements:***

- Driver's License (Required)
- Sales: 5 years (Preferred)
- Printing Consumable Sales: 2 years (Required)



***Position Qualifications:***

- Printing consumables sales, process/technical knowledge and/or production experience required.
- 5+ years of outside sales experience highly preferred.
- Outstanding communication and interpersonal skills.
- Strong computer skills especially Microsoft Office programs and CRM programs.
- Self-motivated and comfortable working independently.
- Willingness to travel most of the time across the sales territory.

Job Type: Full-time

***Position Benefits:***

- 401(k) matching
- Dental insurance
- Health insurance
- Life insurance
- Vision Insurance
- Disability Insurance
- Monthly Car Allowance
- Paid time off
- Quarterly Sales Bonus Program

***Position Work Location:***

- Position is remote and based out of the Mid-Central region of the United States.
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- **Contact/Send Resume to:** Rick Principato [rick@towerproducts.com](mailto:rick@towerproducts.com)