



Important: This position is in Twin Falls, Idaho. Please do not apply unless you are willing to relocate to Twin Falls. Relocation assistance is offered.

Seastrom Manufacturing Company, Inc.

About Us

Seastrom Manufacturing Co., Inc. is a U.S. manufacturer of precision stamping along with standard and custom assembly hardware located in Twin Falls, Idaho. Seastrom has earned the distinction as an approved supplier for most major aerospace, automotive, and commercial manufacturers. Seastrom offers several custom capabilities including Precision Stamping, CNC Machining, Multi-Spindle Screw Machining, Four-Slide Process, Waterjet, Laser Part Marking & Engraving, Special Packaging, and Engineering assistance in developing parts that will increase value and lower costs.

Seastrom Manufacturing's investment in manufacturing capabilities and certifications assure each customer the highest level of precision. Seastrom Manufacturing is DFARS, REACH, RoHS, Nadcap, PPAP, and ITAR compliant, and is ISO9001 and AS9100 certified.

Opportunity: OUTSIDE SALES REPRESENTATIVE

SUMMARY:

The **Outside Sales Representative** will directly contact businesses and individuals to promote and sell custom and standard catalog parts. The Outside Sales Representative will generate high level sales opportunities from buyers and design engineers that require more product engineering detail and manage the customer quoting and sales process from the beginning to its conclusion. This position will also represent Seastrom and / or Purely Custom brand at promotional events, such as trade shows and corporate purchasing and engineering symposiums.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following:

- This position requires that individual to be both energetic and possess a great attention to detail.
- Direct in-field contact of Seastrom and/or Purely Custom customers and prospects.
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- Company representation at promotional events, such trade shows and corporate purchasing and engineering symposiums.
- Gather and maintain information that will identify potential customers or determine the success of new products.
- Work closely with customers and prospects to identify product solutions and explain pricing options in order to meet their needs.
- Increase sales with the current customer base in territory, and penetrate high-level prospective customers as identified mutually between management and sales force with the goal of obtaining sales.
- Continually obtain sales goals and quotas as directed by management. Sales goals and quotas will be evaluated on an annual basis or as required by management.



- Explain products and prices, and answer questions from customers.
- Maintain records of names, addresses, purchases, and reactions of customers and prospects contacted in a methodical manner utilizing a variety of sales contact and management software.
- Obtain names and telephone numbers of potential customers from sources such as telephone directories, magazine reply cards, and lists purchased from other organizations.
- Follow-up of high-level potential customers who have been solicited through advertisements, promotional events, and through the efforts of activities inside Seastrom offices.
- Travel will be required.
- Ability to write in the English language to properly complete forms, correspondence and logs, speak English language using proper grammar and clear diction.
- Most work will be conducted during our customers' normal business hours. However, must be willing to work overtime or hours required to achieve results and obtain goals.
- This position may require working out of a satellite location, such as a home office. As such, timely arrival and regular attendance at work is required.

QUALIFICATIONS:

- Minimum High School diploma/GED required or equivalent combination of both education and experience with sales profession. A college degree is not required but is highly desirable.
- Sales experience and demonstrated record of successfully obtaining goals and quotas.
- Previous experience in fastener sales is preferred.
- Extensive knowledge of the Internet and Microsoft Office applications preferred, specifically in Outlook, Excel, and Word.
- Knowledge of sales contact and management software is highly desirable.
- Strong problem-solving and deductive reasoning skills required.
- Able to read and speak the English language with comprehension skills sufficient to understand safety standards and job performance expectations.
- Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals.
- Ability to interpret instructions which may be furnished in written, oral, diagram or schedule form.
- While performing the duties of this job, the employee is required to use hands to manipulate objects, reach with hands and arms; and talk and hear. Sitting for extensive lengths of time is required.
- The noise level in the environment is quiet.

BENEFITS (*begin the first day of the month following the hire date*):

- Relocation assistance is available
- Comprehensive benefits package including Health, Dental, Vision, Life, and Long-Term Disability
- Additional voluntary benefits such as additional life, accidental death, and critical illness
- 401K program with company-matching
- Paid time off (PTO) from 1 to 3 weeks depending on length of service
- Personal Days - up to 2 per year
- Nine (9) company-paid holidays



- Profit Sharing
- Referral program
- Length of service program for full-time employees
- Drug-free workplace
- Safe, clean, climate-controlled facility