



Overview

Rock West Composites is a fast-growing company selling composite materials and products. We are looking for a Distribution Sales person who can help increase our sales of raw materials used for making composite products by targeting new customers and/or identifying new products for our company to offer. This position will determine and execute tactics for deciding the products to sell and how best to maximize our strategic and financial goals for our company. We envision the position including significant travel meeting customers and vendors as well as close interaction management team on the means by which we can measure successes.

Rock West Composites operates from a 66,000 sq. ft. office/manufacturing facility located in West Jordan, Utah, near Salt Lake City. Rock West fabricates stock and custom composite tubes, plates, rods, angles, shapes, and connectors in addition to offering a variety of complementary products. Our goal is to become the “Home Depot” of Composites, offering a full continuum of services, products and expertise at any or all stages in the customers conversion cycle.

Responsibilities

The Distribution Product Sales Representative is responsible for assisting the Stock Product Manager in developing and executing product-oriented plans that fit the company's selling tactics, distribution channels, strategy, and financial goals. Directly responsible for managing tactical execution details on assigned product categories or product introductions. This position ensures timely execution of product specific plans and effectively communicates critical information. This position will supply market, product, financial and end user data analysis to drive business decisions. This position will be responsible for financial objectives on all strategic distribution product categories.

Specific responsibilities will include:

- Assist Stock Product Management on short and long-term product plans.
- Execute plans for assigned or discovered product categories or projects to include special promotions, new products, forecasts and other relevant activities. Responsible for achieving financial plans for each product/project.
- Provide data analysis on the competitive environment, current product offering, customer needs, sales trends along with specific, and targeted recommendations. Assists Stock Product Manager to seek out, evaluate, and prioritize opportunities for product improvements, product line additions, new markets, improved merchandising, promotions, and other growth prospects.
- Support assigned products/projects by overseeing and executing plans, including product launches, product modifications, and promotions.
- Display leadership qualities when working with cross-functional teams. Drives effective communication and collaboration within the organization. Fosters good working relationships among team members and other functional contacts. Maintain a positive and professional working relationship with peers, management, and support resources, with a constant commitment to teamwork and exemplary customer service.
- Stay in touch with the market through interaction with sales people, distributors, and end users through a variety of venues. Collects and maintains market information. Conducts market research as necessary. Spends 15% of time in the field and documents this time and how and where it is spent learning about customer needs.
- Understand basic tactical product knowledge on product functionality, pricing, packaging, merchandising, use, and applications. Provides product-related assistance to other areas of the company as needed.
- Proactively seek and participate in training activities, company provided resources and more, to develop and advance knowledge base and skill set.

- Direct customer engagement will be a part of this job. Limited travel may be required (<3 weeks per year, anticipated)
- Perform all other duties as assigned by management in a professional and efficient manner.

Qualifications

- Must possess the 3 virtues (Hunger, Humility and People Smarts) that make an “ideal team player” [*see book by Patrick Lencioni*]. Candidate will possess and be familiar with these characteristics
- Qualified candidates will possess a Bachelor’s Degree in Engineering, Business, Marketing, or related technical field and five (5) years of composites business experience.
- Ability to use DSLR camera – Shoot and perform minor edits on product photos captured for online presentation
- Ability to project manage multiple tasks effectively.
- Ability to understand and perform mathematics and financial calculations.
- Experience in consumer goods (durable preferred) distribution through E-Commerce, Retail or Commercial channels is desired with an added bonus for E-Commerce experience with a basic knowledge of SEM, keyword strategies and content creation
- Basic understanding of Ecommerce and SEM (Search Engine Management) preferred.
- Must have strong communications skills, verbal and written. This includes basic PC/Internet skills such as E-mail, Word, PowerPoint and Excel.
- Familiarity with QuickBooks software is a bonus but not required.
- Familiarity with composite materials and manufacturing processes.

Compensation & Benefits

Rock West Composites provides a competitive compensation (base + bonus opportunity DOE) and benefits package, including:

- 401(k) Company Match
- Profit Sharing
- Paid Vacation/Holidays
- Medical & Dental
- Employee Discount Program

If you have the commitment to succeed and the desire to join an organization recognized as an industry leader, please submit your cover letter and resume.

To apply respond to this ad or send your resume to jobs@rockwestcomposites.com

Rock West Composites is an Equal Opportunity Employer. It is the policy of the company to provide equal opportunity for all employees and applicants for employment without regard to race, color, creed, religion, gender, sexual orientation, national origin, age, marital status or any other basis prohibited by state or federal law. Rock West Composites holds employees safety as a high standard and strictly enforces a No Drug and Alcohol Policy and pre-employment and random drug testing.

If you are an individual with a disability and require a reasonable accommodation to complete any part of the application process, or are limited in the ability or unable to access or use this online application process and need an alternative method for applying, you may contact 801-566-3402 or jobs@rockwestcomposites.com for assistance.