

CAREER OPPORTUNITIES

Rouzer Group is an outsourced sales and marketing company representing only market-leading manufacturers in the electrical, utility, construction, and specialty tool & fastener industries. Rouzer Group is rapidly growing and looking to expand the Tool Divisions outside sales team. Fall 2023.

Position: Account Manager - Tool Division

Location: South Dakota and southern Minnesota

Industries: Tool Division

Job Type: Full-time Employee

Salary: Commensurate with skills and experience

Job Description:

- Manage all aspects of distributor account relationships with both agency and manufacturers represented.
- Profitably sell represented products to distributors to increase Rouzer Group's market share in specified territories.
- Build relationships with distributors and end-users to understand their business model/buying patterns and attempt to grow Rouzer Group's share of inventory spend.
- Demonstrate advantages of Rouzer Groups represented products to end users.
- Utilize agency resources to benefit customers (Inside Sales, Merchandiser, Product Specialists, Marketing Coordinator, and CRM software).
- Travel within territory required.
- Represent Rouzer Group in a professional and ethical manner.

Requirements:

- Independent, self-starting, entrepreneur.
- Resourceful, and able to work with limited supervision.
- Ability to identify and capitalize on new opportunities.
- Excellent oral and written communication skills.
- Persistent, straightforward, and place emphasis on product value.
- Excellent interpersonal skills and an ability to work effectively with a team.
- 5+ years of sales, trade or oil field experience.
- Proficient with Microsoft Office, CRM experience preferred
- Bachelor's degree or equivalent military/job/trade experience.

Compensation:

- Starting Salary: Negotiated
- Annual Bonus Opportunity: Based on individual and company performance
- Profit Sharing: based on company performance
- 401(k)
 - \$1.00 for \$1.00 match up to 6% of pay
 - Employee contribution to IRS maximum
- Medical: 70% monthly premium company paid (single or family)
- Dental: 100% monthly premium paid
- Life & Long Term Disability: 100% company paid
- Health Saving Account
 - Semi-annual company donation

ROUZER
GROUP

Interested in joining our team? Forward your resume to [Gary](mailto:gary@rouzer.com).
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Learn more about Rouzer Group.

