



## Outside Sales Representatives Louisiana

Marco Specialty Steel, Inc is a family owned and operated steel distribution and fabrication Company located near Hobby Airport in Houston Texas. Since 1992 our goal has been to provide the best, customer focused service in the metals industry to all customers, whether your requirement is large or small. We set high standards, and we abide by them as we practice business fairly and behave ethically. We share our expectations with each other and strive to maintain a workplace built on mutual values, trust and goodwill. In short, we expect excellence, and reward hard work and loyalty.

The Outside Sales Representative for this territory covers the Greater Louisiana and Alabama markets. Must be a "Hunter" as the primary mission of this Outside Sales Representative is to identify and develop new accounts and maintain relationships with assigned accounts in order to generate new business that is profitable, sustainable and collectable. You must be able to operate at a high level of productivity, efficiency and be highly intuitive. You must be able to prospect for new business in those segments of the market which offer the greatest potential for long term, sustainable relationships such as petrochemical maintenance, oil and gas equipment manufacturers, sheet metal shops and fabricators. You will be expected to actively encouraging all customers to deepen and expand their business relationship with Marco Specialty Steel based on our quality and service. You must be able to assess the profit potential of all accounts-existing and prospective, and pursue the ones with real potential.

### **Minimum Qualifications:**

- Bachelor's degree in related field (mechanical engineering, industrial distribution, or business) or commensurate sales experience in the steel industry or related manufacturing environment
- Self-motivated, competitive, and driven to succeed
- Excellent judgment, detail oriented, solid decision making skills
- Able to think on your feet, and juggle multiple tasks at one time.

### **Benefits:**

In exchange for your hard work and dedication, we offer a compensation package that includes excellent pay, including base salary (70%) + commission (30%) and bonuses, retirement plan, paid health benefits. If you want to be a part of our continued success and growth respond with a cover letter, resume and salary history.

Please email your resume and cover letter that includes salary requirements, sales history, and why you're the right person for our Company.