

## AREA SALES MANAGER

An Area Sales Manager position is available at, Nu-Wool Co., Inc., a local well-established manufacturing company located in Jenison, MI. This position will be responsible for the following duties for the territory that includes Indiana, Ohio, Kentucky, Tennessee and Western Pennsylvania, in addition to other projects as requested by the National Sales Manager.

Will call on regular and prospective customers for use as sales leads as well as a list of prospective builders and architects for sales calls and learning lunches.

Travels throughout assigned territory to visit regular and prospective customers. Travel constitutes spending multiple nights on the road.

Displays or demonstrates products, using samples, literature or DVDs, and emphasizes salable features.

Will be knowledgeable about products, equipment and installation techniques, building science and building diagnostics. Can operate equipment and install product and use diagnostic tools in the field.

Prepares annual business plans, including sales forecast.

Works with inside customer service representatives to service accounts.

Investigates and resolved customer problems with product or deliveries.

Candidate should enjoy working in a fast-paced, customer service oriented sales environment.

5+ years of related sales experience is preferred. Must maintain clean driving record and ability to be insured, based on company policy. Experience in the building industry a plus.

For consideration at this long standing, team oriented company, please send your resume to Human Resources at [kmeyer@nuwool.com](mailto:kmeyer@nuwool.com) or by mail to 2472 Port Sheldon St, Jenison, MI 49428