



DURAPLATE PRODUCTS GROUP SALES MANAGER

POSITION DESCRIPTION:

The DuraPlate Products Group is a growing business unit of Wabash National focused on developing and promoting composite products. This rapidly-growing division is driving diversification into new markets through development of new process capabilities, products, and applications. With a strong technical sales and business development team and design engineering capabilities, this group provides customers with tools and solutions to improve the performance of various products. Customers come from transportation, defense, moving and storage, and other key markets.

This position is responsible for developing relationships and the selling of the DuraPlate Products Group composite products and engineered-solutions services to new accounts. This person will also be responsible for cultivating and maintaining key relationships with assigned current customers. This position requires a high-energy "hunter" who has been successful in setting goals and continually challenging themselves to meet or exceed those goals.

Typical job duties include calls on existing and prospective customers to sell products; analyzing business requirements of customers; and working with the Engineering, Operations, and Customer Service to develop customer-specific solutions.

POSITION RESPONSIBILITIES:

- Develops relationships with new customers, determines product needs, quotes prices for products and services, and sells the value of offerings.
- Works with Director, Business Development to revise or expand product offering to meet customer needs.
- Displays or demonstrates product emphasizing salable features.
- Determines product requirements with Engineering, prepares sales contracts, writes orders and works with Customer Service and Operations to schedule production/delivery.
- Communicates with internal colleagues on any special needs or requirements of the customer; ensures problem resolution and smooth flow of communication.

REQUIRED SKILLS AND EXPERIENCE:

- Bachelor's degree in Engineering, or equivalent.
- 6-10 years of successful product engineering, OEM sales, and/or engineered-solution technical sales management.
- Must have a verifiable track record of sales/engineering achievements and providing technical solutions.
- Proven ability to develop strong, long-term external and internal relationships with employees and key accounts.
- Hands-on with a leadership-by-example and team orientation.
- Average 30% travel is required.
- Self directed and self motivated with good planning skills.
- Understanding of the company strategy and goals.
- Good computer skills (Microsoft PowerPoint, Excel, and Word).

Qualified candidates should e-mail resume along with salary history in confidence to:

careers@wabashnational.com

NO PHONE CALLS PLEASE

EOE, M/F/H/V