



SALES REPRESENTATIVE

REMOTE (SOUTH DAKOTA)

Fordham Manufacturing LLC is a locally owned and operated manufacturing facility located in the heart of South Dakota. The company specializes in rolling and forming sheet metal used for agricultural, commercial, and residential buildings. Fordham Manufacturing is committed to providing unmatched service and quality to its customers, ensuring timely delivery and top-notch products. On behalf of our client, we are currently recruiting a Sales Representative.

The company manufactures and supplies steel roofing and siding products, with a focus on delivering high-quality materials directly from their facility to customers. By eliminating the middleman, Fordham Manufacturing offers competitive pricing and exceptional service. Their product range includes two steel roofing and siding profiles, along with various accessories needed to complete projects.

Fordham Manufacturing's success is driven by state-of-the-art technology, experienced technicians, and a dedicated team that prioritizes customer satisfaction. The company aims to be the steel supplier of choice for the agricultural, commercial, and residential sectors.

Reporting to the Manufacturing Manager, the Sales Representative will be responsible for sourcing and developing new client relationships and business-to-business sales opportunities. They will be responsible for proactively identifying, prospecting and acquiring new customers through consistent networking and proactive business development activities. These will include gathering and analyzing current industry and market information to identify trends and sales opportunities and developing and executing quarterly and annual sales and marketing strategies and plans. Typical clients could include general contractors and lumber yards.

Key Responsibilities

- Proactively identify and pursue new business opportunities by analyzing market trends, engaging in extensive networking, and employing strategic planning. Promote the company's sheet steel and building supply products through a consultative, solution-based sales approach tailored to meet the specific needs of General Contractors and Lumber Yards.
- Build and maintain strong customer relationships through regular site visits, personalized service, and timely follow-ups. Develop rapport with clients by understanding their business challenges and providing customized solutions, ensuring a consistently high level of customer satisfaction.
- Manage customer accounts meticulously, including preparing detailed quotes, entering precise delivery orders, and coordinating special custom orders with attention to detail.
- Forecast customer material needs accurately by aligning with project timelines and understanding the client's workflow. Ensure compliance with credit policies and develop strategies to mitigate financial risks while meeting customer demands.

- Represent the company at industry events and community functions, enhancing visibility and fostering professional relationships. Actively participate in trade shows, seminars, and local events to support business development and promote the company's brand.
- Collaborate with the Manufacturing Manager and internal team members to support operations, streamline processes, and execute the overall sales strategy.
- Take on additional responsibilities as needed to support operational efficiency and customer success. Adapt to evolving business needs and contribute to innovative solutions that drive company growth.

Skills and Qualifications

- Post-secondary education is preferred.
- Minimum 5 years' technical sales experience with general knowledge of manufacturing or building supplies.
- Account management experience required.
- Excellent communication and interpersonal skills.
- Strong negotiation, problem-solving and decision-making skills.
- Proven ability to initiate business development/sales calls, as well as follow up on prospects.
- Proven ability to develop and build relationships.
- Proven ability to identify and address customer needs.
- Demonstrated ability to resolve customer issues and offer solutions.
- Travel required; valid driver's license and vehicle required.
- Experience in MS Office: Excel, Word and PowerPoint.

This career opportunity will appeal to a results-driven "hunter" sales professional who enjoys solution-based sales and thrives on building a book of business and establishing long-lasting and sustainable client relationships. This opportunity will best suit a candidate looking to set up and lead a sales function for the business, with the autonomy to create their own systems, processes, and sales cycle. If you have experience in manufacturing or building supplies sales and possess a "roll up your sleeves" and friendly attitude, then we want to hear from you.

This is a remote, home/client site-based position; however, it would require regular meetings at Fordham Manufacturing, located near the Fordham Colony in Clark County, South Dakota. Therefore, candidates would need to be located within 100-mile radius of the site.

Please forward your resume to Daniela San Pedro at Daniela.SanPedro@mnp.ca