

MARLIN



Marlin Steel Wire Products

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Sales Executive Job Description

Marlin Steel (ISO 9001:2008) is a fast-growing company (six times higher revenues since 1998), winner of the 2012 Winner of the Inner City 100 Fastest Growing Company award and Regional Employer of the Year (2007). We manufacture wire baskets and sheet metal fabrications in Baltimore and export to 36 countries. Marlin Steel has been featured on CNN, ABC, BBC, Fox News as well as the New York Times and the Washington Post as a model for its strong growth during the recession.

Marlin Steel is seeking a salesperson with the ability to identify, provide technical support and to sell to clients in a fast-paced environment:

Title: Sales Executive

Job Purpose: Build business by identifying and selling to an ever-growing global client base seeking engineered solutions, superior quality and quick turnaround.

Job Duties:

- Identifies business opportunities by finding prospects; evaluating their position in the industry; and, researching and analyzing sales options sought by the client.
- Establishes contact and develops relationships with prospects; and works with the Marlin technical staff to recommend engineered solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Makes the sale.

- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Maintains quality service by establishing and enforcing organization standards (ISO 9001: 2008).
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort.

Skills/Qualifications: Presentation Skills, Client Relationships, Emphasizing Excellence, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Independence, Motivation for Sales

Qualifications:

- B. S. Mechanical Engineering (must provide transcript)
- Minimum of five years sales experience (must provide references)

This full-time position will include a modest draw + healthy commission.

Compensation opportunity includes benefits (Blue Cross Blue Shield, Holiday, Vacation, 100% Continuing Education reimbursement, etc.) and is offered to a candidate who can start immediately in the Baltimore City headquarters. There is free parking and some national and international travel is involved. Please email resume to HR@MarlinWire.com