



Job Description

Job Title:	Regional Sales Representative	Type:	Full-time, Exempt
Compensation	Annual salary, commissions, benefits	Location:	Spring City, PA

Corporate Overview

A member of The Davlyn Group, Davlyn Manufacturing Co., was founded in 1980 and is a privately owned, specialized textile manufacturer and demonstrated global leader in providing thermal protection solutions to the global commercial and industrial markets. The company is the worldwide market leader in providing oven seals for cooking appliances. Davlyn owns and operates an 125,000 square foot R&D and manufacturing facility in Spring City, PA.

Position Summary

The Regional Sales Representative is responsible for building and maintaining a book of business. This is a focused position that requires developing an understanding of the industry and our products and a focus on building and maintaining relationships with key decision makers at various levels in our prospects' and customers' organizations. The position reports to the Director of Sales.

Essential Functions

- Working closely with the Director of Sales, develop and execute Strategic Sales Plans to accomplish corporate goals and objectives
- Effectively develops and maintains necessary pipeline and other KPIs needed to exceed new business development goals
- Must be comfortable cold calling and developing business from the "ground up"
- Identifying key decision makers and building long-term strategic relationships with each
- Preparing and presenting proposals and product and organizational presentations to prospects/customers
- Identifying viable growth and new product development opportunities by gaining an in-depth understanding of the applications in which our products and technologies are utilized
- Developing and maintaining knowledge of the company's markets, competitors, and industries
- Maintaining accurate records in CRM system of all sales and prospecting activities
- Proactively establishing & maintaining effective cross-functional working relationships within company
- Maintaining high productivity standards and performance levels

Requirements

- Bachelor's Degree
- Minimum of 5 years of relevant experience in sales, preferably in new business development, with documented success
- Experience calling on and selling to end users/OEMs, preferably in the automotive, aerospace, and/or marine industries
- Strong technical acumen, preferably with experience in a manufacturing environment
- Computer literacy, including Microsoft Office and experience with Salesforce.com or another CRM system
- Ability to work independently, but also as a team member
- Willingness and ability to travel 25% of the time, as needed

Qualified Candidates: Please submit your resume and salary requirements to Careers@Davlyn.com.