



JOB POSTING

Position: Sales Manager

Location: New Castle, DE

The primary responsibility of the Sales Manager is to manage and lead the efforts of our Outside Sales Representatives. Key responsibilities include:

- § Assist outside sales in setting short term, long term and annual goals
- § Over see a professional sales development program
- § Develop and maintain a target list for each rep including Bulk and MicroBulk
- § Visit key accounts and create relationships with decision makers
- § Implement a Customer Retention Management System
- § Perform Annual Performance Reviews
- § Develop compensation and commission programs
- § Create sales incentives and contests

Qualifications for this position include:

- § Previous industrial outside sales experience is required
- § Welding sales experience desired
- § Sales management experience a plus
- § College degree preferred
- § Excellent verbal and written communication skills
- § Computer literate
- § Excellent public relation skills
- § Detail oriented and good follow through skills

This is a full time position.

Applicant will be required to pass a physical, drug screening and background check to be considered for position.

For more information or to apply for this position, please contact Jim Zakreski at 302.594.4545. Email resume to jimz@keengas.com or fax to 302.594.4569.