



Kor-Pak Corporation * (888) 2KorPak * korpak.hiring@gmail.com

Area Sales Manager

Job description

Kor-Pak Corporation is an OEM and Distributor headquartered in Lake Forest, IL. We are currently seeking Regional Area Sales Managers in who will be responsible for overall sales activity in one of our largest territories. The candidate will engage in business development opportunities and seek prospective clients in various markets such as rail, wind, oil/petroleum, steel, and mining. Candidate must become proficient with Kor-Pak product and service mix and assist in growth and expansionary initiatives.

Desired Skills and Experience

- Must have at least five years experience in technical sales working with heavy industry (steel, rail, mining, etc.)
- Outstanding communications skills (both written and verbal)
- Ability to establish and maintain relationships
- Experience with heavy industry, and familiarity with how heavy industries works from a sales standpoint
- Computer Skills: Microsoft Office, Salesforce, excellent typing/communications skills
- Extremely persistent, driven, and effective in closing deals
- Technical acumen a must: previous experience with mechanical and/or electrical products will put you to the front of the line
- Experience working with engineers, as well as maintenance personnel (mechanical foremen, electricians, etc).
- Strong work ethic coupled with exceptional teamwork and leadership skills
- Emotional Intelligence

This position may occasionally require overnight travel.

Only qualified candidates will be considered.

Please submit resume/CV to kor-pak.hiring@gmail.com and you will be contacted if we are interested.