



## OUTSIDE SALES REPRESENTATIVE

Chicago Tube and Iron Company is a leader in the metals distribution and fabrication industry. We are an established company with an impressive record of profitability and growth. At Chicago Tube and Iron, we like to think of ourselves as a company that is big enough to offer financial strength and stability, but yet small enough to quickly change direction when our customers' needs require it. Our sales force and operations personnel share their expertise to come up with the best possible solutions for our customers. Want to know more? Visit us at [www.chicagotube.com](http://www.chicagotube.com).

We offer a competitive salary commensurate with experience, and a comprehensive benefits package that includes medical, dental, and vision insurance, as well as supplemental life and disability benefits. We also offer a 401(k) Plan.

We are seeking an **Outside Sales Representative** specializing in tubular products to cover the Northwest Indiana sales territory, which includes 8 counties from the Illinois border through Elkhart County.

### **JOB DUTIES:**

The Outside Sales Representative is responsible for the sale of steel tubing, bar, pipe, valve & fitting products in the Northwest Indiana territory, and will be responsible for increasing sales, enhancing profit margins, and improving the company's market share in the territory. Job duties include:

- Increase revenue in targeted accounts through the sale of tubular, bar, pipe, valve and fitting products, as well as value-added services such as production cutting, laser fabrication, bending, welding, and kitting
- Service and manage existing customers; develop relationships with key customers
- Plan and organize a daily work schedule to call on both existing customers and new sales prospects
- Provide territory market intelligence and serve as a key resource to both inside sales staff and management
- Prepare and submit regular reports, such as territory review reports, call reports, expense reports, etc.
- Maintain professional and technical knowledge through the use of industry publications, personal networks, and participation in steel industry associations and events.

### **JOB REQUIREMENTS:**

Bachelor's degree in a related field and/or a minimum two years of work experience in industrial steel sales required, with experience in steel distribution sales highly preferred (pipe, valve & fitting experience a definite plus). The successful candidate must have proven skills in conducting face-to-face presentations, negotiating and closing sales, and account management. Proficiency in Microsoft Office (Outlook, Word, Excel, and PowerPoint) is also required.

We offer a competitive salary plus commission, with all expenses paid and a company car. We also offer a very comprehensive benefits package that includes life, disability, medical, dental and vision insurance, 401(k) plan and profit sharing. Qualified candidates should email their resume to [humanresources@chicagotube.com](mailto:humanresources@chicagotube.com), or fax it to 215-267-9458.

**EQUAL OPPORTUNITY EMPLOYER  
MINORITY/FEMALE/DISABLED/VETERAN**