



# Job Description

**Job Title:** Sales Representative – Contractor

**Organizational Relationship:** Reports directly to the Sales Director

**Job Summary:**

We are seeking a Sales Representative to cover the North West Region, Mid-West Region, North East Region, or (Texas and LA) and sell boat stairs.

**Job Duties:**

- Call existing accounts and establish new accounts within an assigned territory
- Provide knowledge of products and marketing strategies
- Support dealer retail and distributor sales activity to achieve maximum sales in assigned territory Maintain up to date information on dealer accounts
- Monitor and learn market area information and communicate information to Management
- Up-sell and cross-sell, suggesting product substitutes where applicable
- Execute sales and marketing programs and services
- Handle customer complaints and exceptions requested with minimal management intervention
- Maintain an internal supportive working relationship with technical service manager, customer service representative, sales coordinators, sales directors and marketing manager
- Travel for sales calls to territory customers and attendance at regional boat shows, sales meetings, etc. as deemed appropriate

**Requirements:**

- High School Diploma required
- 3-5 years of experience in sales, preferably in the marine industry
- Proficiency with Microsoft Office programs
- Good verbal and written skills for developing strong relationships with customers
- Ability to independently make accurate decisions and analyze risk, while reasoning through issues and suggesting workable solutions
- Follow safety and health standards – use of protective equipment as required
- Ability to work 8+ hour day shifts (standing, bending and reaching) and moderate lifting up to 50 lbs

**Preferred:**

- BA or BS in business or related field preferred
- Knowledge of marine hardware
- Boat dealership experience

Dougherty Manufacturing is an Equal Opportunity Employer