



# A SLICE OF HR

CINCINNATI TURNKEY HIRING SOLUTIONS

## Outside Sales Executive

### Position Overview

Our client, Sur-Seal simplifies engineering and supply chain to solve customers' sealing challenges. The position is **remote** but within proximity of their HQ conveniently located **off I-74, approximately 15 minutes from Downtown Cincinnati**. For 50 years they have been designing, sourcing and manufacturing sealing products for OEM customers across multiple industries. They embrace the idea that each customer challenge is unique and pride ourselves on helping them find the right, unique solution.

Awarded as one of "**The 2020 Best Places to Work in Cincinnati**", Sur-Seal puts people first with a fun and engaging environment. They are a fast-growing company with a family-oriented feel. New employees can expect a caring, curious & courageous company culture centered on open communication, personal development, and tackling exciting challenges in a rapid growth environment.

To support rapid growth, we are adding an **Outside Sales Executive** to play a critical role in the generation of new business opportunities within new and existing accounts. If you are experienced in technical sales and are high-energy, personable, self-motivated, innovative, and possess a strong hunting competency; this could be the perfect role for you.

### Key Responsibilities

- Develop & maintain key account plans and multi-level relationships
- Create and execute sales strategy for assigned accounts
- Collaborate with customers to define and develop winning solutions that meet performance requirements (technical specifications), quality, delivery, and pricing expectations.
- Interface and collaborate with internal resources to facilitate solution development
- Maintain awareness of market conditions and competitor's products and pricing

### Requirements

- Proven track record of growing business with new and existing customers
- 2+ Years' experience in a sales environment
- Ability to work remote (yet within commute distance) and travel approx. 50% of the time
- Experience in Supply Chain a plus
- Bachelor's Degree

### Desired Attributes

- Embodies our values of Caring, Curious, and Courageous
- Superior interpersonal and communication skills, both verbal and written
- Strong collaboration in a cross-functional business team
- Ability to shoulder rejection with the endurance to be successful in a 9-month sales cycle
- Self-motivated, strategic, honest and enthusiastic
- Strong hunting competency required
- Must be proficient in Microsoft Office, including Excel and PowerPoint

### **How to Apply**

A Slice of HR is working with this client on a retained search basis. If you meet the qualifications and want to join this team of talented, inspired individuals who share our values and understand that leadership is a quality, not a title, please send your resume to **[brianne@asliceofhr.com](mailto:brianne@asliceofhr.com)**.