



We're Hiring – Sales Representative for Ohio & Surrounding Areas

ARE YOU READY TO LEAVE A JOB AND START A CAREER?

Since 1975, Cavalier Tool has been successfully servicing customers world-wide in the tooling industry. Cavalier has become an innovator by continuously advancing their employees, equipment, processes, services, and customer base. We are always looking to the current and future trends!

Boasting 250 employees, and two plants totaling 85,000 square feet, capacity to build tools from 500 to 4000-ton presses and producing over 200 molds per year, Cavalier tool can handle any project of any size.

At Cavalier we are committed to **PEOPLE - PROCESS - EQUIPMENT** (In that order!)

Cavalier Tool is excited to be searching for exceptional talent to assume responsibility for **Sales in Ohio & Surrounding areas!**

This position is as a contract Sales Representative.

If you thrive in a fast-paced environment, are looking for an opportunity to grow and take your career to the next level with an industry leader we would love to discuss your goals with you!

The ideal candidate will have experience in the following areas:

- Manage accounts / customers through new business opportunities as required
- Follow up on new leads and referrals
- Develop a good working knowledge of customer's standards and expectations
- Work closely with Program Managers as a team on customer accounts
- Ensure all paperwork is correct, verifying that purchase orders and quotations are correct
- Provide feedback to operations on what customers require for the purpose of continuous improvement
- Research and develop a strong relationship with your customer from top to bottom
- Possess Negotiating skills
- Ability to work within tight deadlines in a fast paced, high expectations environment

Requirements:

- At least 5 years or more of sales experience in the mold making/plastic injection industry
- Complete understanding of the market for injection molds in the USA
- Mechanical Design experience is an asset as well as knowledge with CAD
- Understand customer quality/ manufacturing/ engineering methods and practices
- Excellent customer service orientation
- Excellent Interpersonal skills
- Written and oral communication skills
- Work well within a team.
- Innovative thinking skills.
- Problem-solving skills.
- Must be fluent in English

Check us out here:

<https://www.cavaliertool.com>