



# Outside Sales Representative (Resident) - Minnesota/Wisconsin/Michigan

MAKE. CREATE. INNOVATE.

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## ABOUT US:

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Redwood Plastics and Rubber brings technical expertise to solve a variety of problems including shock, abrasion, noise, wear & friction. We mold, machine, fabricate, and distribute a wide-range of high quality, custom components made of performance plastics and rubber. Our plastic and rubber components are lighter, more durable and are environmentally sustainable.

Our vision is to achieve our financial goals while creating a culture that our customers and employees are proud to be a part of. We exist to provide innovative plastic and rubber solutions that solve customer problems and improve their productivity by understanding and addressing their needs.

### Our Core Values are:

1. **Respect:** empathy, professionalism, integrity, focus
2. **Collaborate:** be honest, feel safe to share ideas & thoughts
3. **Have Fun:** be creative, work hard & play hard

We are passionate about understanding and addressing the needs of our trusting customers. And, about creating opportunities for our people who help us develop our innovative and sustainable solutions.

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## POSITION SUMMARY

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You will be our ideal candidate for the role of Outside Sales Representative if you currently reside in the Great Lake States area, and you are able to generate & grow sales for our branch through relationship selling while providing plastic solutions to our customers throughout a variety of industrial sectors; You enjoy working with customers, have a related college degree & a proven sales track record with experience in mechanical & industrial applications. You will report to the Business Development Manager at our Spokane, Washington location.

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## WHAT YOU WOULD DO:

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- Participate with management in territory planning to achieve profitable sales growth.
- Create valuable & trusting relationships with existing customers & vendors.
- Proactively contact new clients & industries to generate leads & sales.
- Create quantifiable objectives for each sales call & summarize each call with notes.
- Utilize & maintain the CRM database with customer information & sales notes.
- Complete all levels of Redwood Plastics' training programs.
- Expected Travel: 2-3 nights every week.
- Territory: Minnesota, Wisconsin, Michigan

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## QUALIFICATIONS:

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- Minimum of 2 years of Industrial/Mechanical Sales experience required.
- Previous Plastics and/or rubber sales experience preferred.
- Minimum of a 4-year college degree required.



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- Possess a valid U.S. driver's license.
- Possess a vehicle that is operational & acceptable to Redwood for company usage.
- Excellent computer skills, including PowerPoint, Word & Excel.
- Ability to work independently as well as part of a team.
- Excellent verbal & written communication skills.
- Friendly & personable self-starter, with a willingness to assist customers.
- Motivated to find new prospects daily.
- On-the-job reliability.
- Ability to manage time effectively by organizing & prioritizing workload.

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### YOUR BENEFITS:

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- Competitive compensation and profit sharing
- Excellent benefits package
- Substantial vacation time
- Training and development opportunities
- Supportive culture
- Healthy and positive work environment

**HOW TO APPLY:** If this role is of interest to you, please send us your resume to [careers@redwoodplastics.com](mailto:careers@redwoodplastics.com) by March 20, 2020.

*Job Type: Full-time*