

AJL Manufacturing Inc. is a Rochester, NY based contract manufacturer with expertise in manufacturing low to mid-volume, high complexity products involving precision sheet metal frames, weldments, enclosure fabrication and electromechanical assemblies is seeking a **Sales Representative**. We strive to consistently exceed customers' expectations by offering superior supply chain management, engineering, prototyping, and manufacturing and assembly solutions throughout the product life cycle.

Job Description: M

Essential Duties & Responsibilities:

- Research and generate new business for the company's services to maximize potential in various regions or industries primarily in sheet metal fabrication.
- Accurately interpret customer requirements and manage communication.
- Work closely with other departments to help prepare quotations within margin guidelines.
- Negotiate contract terms to meet both client and company needs.
- Ensure growth of existing accounts by developing long-term relationships with customers.
- Continually grow technical and market knowledge on company technologies through trade publications, company distributed material, and by attending strategic sales meetings.
- Provide contact reporting to engineering, acting as a liaison between company and customer.
- Coordinate internal support activity with engineering to ensure customer expectations are met
- Actively participate in sales and marketing activities, including attending tradeshow, conferences and other lead generation events.
- Prepare reports for management.
- Exceed annual targets for orders within assigned territory.
- Manage expenses within Company's policies and budgets.

Qualifications & Requirements:

- Travel: Ohio, Michigan, Indiana and surrounding region
- Prefer Bachelor's Degree in a related science curriculum or business degree with strong technical background. A combination of job experience and education will be acceptable.
- Minimum of 5 years of prior Metal Fabrication, CNC Machining, or manufacturing experience in sales.
- Tooling experience in a machine shop type environment is desired.

Ideal Candidates will exhibit the following qualities:

- Must be a self-starter with excellent negotiation, communication and organization skills.

- Must have strong technical and manufacturing comprehension (knowledge in tooling and manufacturing processes).
- Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFQ's, and when submitting reports.
- Must be reliable, completing internal tasks in a timely manner to ensure the ability to follow through on committed actions for customers.
- Must be honest and ethical both with customers and with Company assets.

To Apply: <http://www.ajlmfg.com/resources/careers>