



## Job Description

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**Role:** Sales Representative **Location:** Wallingford, Ct.

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### **Position Summary:**

Stratus Technology is a leader in the Surface Preparation Industry in the Northeast. Stratus is a growing firm looking to expand its presence in the Northeast.

Stratus Technologies is seeking an individual with 3+ years' experience selling industrial products to end user customers in the Northern NJ, Southern NYS, Long Island and Southern CT area.

### **Responsibilities:**

- **Sell Stratus surface preparation media and equipment to the Aerospace, Industrial Tools, Heat Treaters, Firearms, Powder Coating, Ship Building and Medical Device Industries.**
- Create and maintain a sales pipeline, provide forecasts, status updates and complete client profiles.
- Develop proposals and quotes which illustrate our strategic value to a client.
- Network, prospect, research new opportunities.
- Negotiate and close deals with new clients.
- Focus on developing Northern NJ, Long Island and Southern NYS geography.

### **Required Expertise:**

- A proven sales track record (3+ years) and measured success in industrial sales.
- Ability to succeed as both a team player and an individual contributor who spends 80% time in the field.
- Understands how to use social media apps like LinkedIn to identify targets, network and prospect.
- Territory planning and business development experience and skills.
- Understands the Sale Process and can articulate each step.
- Excellent Microsoft Office skills and CRM tool experience.

### **Soft Skills**

- Strong written and verbal communication skills, excellent problem-solving and troubleshooting skills.
- Self-learner
- Excellent Time management
- Highly accountable and self-motivated.

### **Educational**

- Bachelor's degree preferred but not required.

Please send Resume and Compensation Details to: [augie@stratusfinishing.com](mailto:augie@stratusfinishing.com)