

Serampore Industries Private LTD, Inc.

*dba SIP Industries*

*CASTING MANUFACTURER SINCE 1960*

*“Manufacturer to Distributor”*

*email: info@sipindustries.com*

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Houston, TX 77017  
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**Position:** Sales Representative

**Location:** Available all regions

As a **Sales Representative**, you will initiate the sales of ductile fittings, cast iron municipal castings and auxiliary materials within your assigned territory, maximizing tonnage sold and sales prices. You will ensure customer satisfaction by coordinating orders and timetables with sales, credit and shipping departments.

**Responsibilities:**

- Maintain relationships with existing customer base as well as actively pursue new customers in designated territory.
- Identify and monitor distributor's activities, obtain project specifications and prepare quotations for job bid processes.
- Maintain productive supplier/user relationships with distributors, precasters, municipalities and contractors.
- Contact municipal and consulting engineers to approve our ductile iron fittings and municipal castings.

**Qualifications:**

- Bachelor's Degree in marketing, engineering and/or business related field is preferred, but transferable qualifications or experience will be considered.
- Capable of interpreting project/product specifications and industrial technical marketing.
- 2 to 5 years experience in industrial sales and distribution, preferably in waterworks supply or parallel industry.
- Excellent presentation, administrative and organizational skills.
- Computer competency using Word, Excel and PowerPoint.
- Able to work with a high degree of independence and discipline.
- Superior communication skills and an ability to motivate others.
- Willingness to travel 50-60%