



The Rubber Group is a leading manufacturer specializing in custom-molded rubber products and services. With a strong focus on engineering excellence and material science, the company provides flexible and innovative solutions to meet the most demanding requirements across various industries, including industrial, transportation, medical, and consumer markets. The Rubber Group's offerings include custom rubber molding, precision die-cutting, metal-to-rubber bonding, and value-added manufacturing services, which encompass everything from design assistance and prototyping to full-scale production and inventory management. Their commitment to quality, customer service, and long-term partnerships has made them a trusted partner for clients seeking reliable and high-performance rubber components

Sales Manager

Position Overview: Key individual contributor responsible for customer satisfaction and sales growth across The Rubber Group's market base. The Sales Manager must embody The Rubber Groups core values and ensure all customers and potential customers understand the value The Rubber Group can bring their business. It is essential that the Sales Manager be able to develop innovative solutions and strategies grounded in detailed planning and knowledge of the customers, prospects, and markets. The Sales Manager must be able to wield influence without authority within the customers' organizations and within The Rubber Group. This position does not have direct reports. This is a remote position so The Sales Manager must be able to work without direct supervision and have a stable internet connection.

Key Responsibilities:

- **Opportunity Creation:** Leverage existing relationships and create new relationships to cultivate new business opportunities across The Rubber Group platform.
 - Develop and execute sales strategies to drive revenue growth within assigned accounts, territories, or verticals.
 - Identify and qualify new business opportunities, including prospecting, lead generation, and pipeline management.
 - Build and nurture long-term relationships throughout the customers' organization through exceptional service, problem-solving, and successful implementation of meaningful improvements.

- Act as the primary point of contact throughout the sale cycle to ensure a deep understanding of customer expectations and requirements and provide accurate and timely communication.
- Other job duties assigned my management
- **Technical Solution Expert:** Add value to the process through a deep understanding of TRG's products and services.
 - Act as subject matter expert for our products and materials solutions, effectively communicating the company's value proposition.
 - Work directly with our customer's technical teams to understand product requirements and develop and communicate solutions with the assistance of TRG engineering. Ensure TRG is seen as a total solution provider and the first call when engineering challenges arise.
- **Sales Operations/Reporting:** Maintain and develop reporting systems to monitor and report on the effectiveness of sales activities.
 - Maintain accurate records of sales activities, project details and customer interactions in TRG CRM.
 - Track and report on important sales metrics including deals, pipeline and performance to budget.
 - Assist in the development of sales forecast.

Duties and Responsibilities:

- Embody The Rubber Group's core values.
- Achieve assigned sales targets and other goals
- Manage and grow customer accounts assigned, including creating new parts with the customer and replacing competitors on current parts.
- Assess, prioritize, and develop leads and prospects into customers.
- Conduct and document market and competitive research.
- Develop quotes for customers
- Attend trade shows and support digital marketing efforts to develop leads and drive new business.
- Coordinate customer projects working with internal cross functional teams and key stakeholders at the customer to drive success.
- Develop presentations, reports and documentation as required for internal use and customer communication. Effectively deliver presentations to customers and demonstrate
- Effectively communicate the value The Rubber Group provides customers.
- Assist in developing and executing Sales & Marketing strategies

Qualifications:

- Extreme focus on the customer and ensuring their satisfaction while achieving internal goals and targets.
- Bachelor's degree with minimum of 5 years' experience in Engineering or Technical Sales. A degree in an engineering discipline is preferred.
- Experience in sealing applications or Aerospace, Defense, and Industrial industries preferred.
- Able to travel overnight 50% or as required.
- Advanced Microsoft office skills including Excel, PowerPoint, and Word.
- Experience managing customer, opportunities, and pipelines in a CRM.
- Ability to effectively communicate in both oral and written forms.
- Self-starter with a demonstrated ability to initiate, track, and close long-term projects and negotiate immediate business.