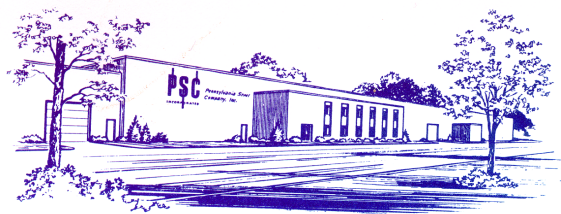




**Pennsylvania Steel
Company, Inc.**



Job Description

Pennsylvania Steel, a Steel Service Center in York, PA, is looking for a Territory Manager in the Western PA area to join our growing team.

We are looking for an enterprising, effective, and social individual to manage and advance an existing customer base, recognize and cultivate potential sales leads, travel daily to meet with current and prospective clients, and work to transform transactional sales into long-term sustainable, profitable business. As a member of our team, you will use your strong interpersonal skills to provide service and support to your customers as needed, which may include coordinating with other departments.

The successful candidate will be joining a family-owned business where we value employees and their families. Pennsylvania Steel has been in business since 1972 and has expanded to 11 locations, becoming one of the largest Steel Service Centers in the eastern United States. If you feel you are the right candidate and want to join a company where you have a name, not a number, we welcome the opportunity to have you join us.

Essential Duties and Responsibilities

- Create and implement a sales strategy that makes sure you meet personal sales goals, as well as those established by the company.
- Communicate with all current and potential customers on a regular basis, providing solutions as needed, and oversee all sales activity in assigned sales territory.
- Generate new business by identifying new customers and markets through analysis of assigned sales territory.
- Coordinate with other members of the sales team and team leaders as needed to generate sales and provide excellent customer service.
- Submit reports on your sales activity regularly and maintain clean and updated records for all leads and customers.
- Adhere to all company procedures, values, and policies so that you provide an accurate representation of the company to all potential and current customers.
- Customer entertainment.

Qualifications:

Required:

- 3-5 years' experience in sales, preferably outside sales
- Excellent written, verbal and interpersonal communication skills
- Proficient in MS Office (Excel, Outlook, and Word)
- Ability to multi-task and prioritize in a rapidly changing environment
- Strong organizational skills
- Problem solving/conflict resolution and negotiation skills
- Valid driver's license

Preferred:

Pennsylvania Steel Company, Inc. 3317 Board Rd, York PA 17406
(P) 800-634-2358 (F) 717-767-2548

- Bachelor's degree in business, communications, or a related field
- Experience in the metals service center industry, machining or manufacturing

Job Type: Full-time; Remote