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JOB DESCRIPTION

Position Title: Technical Sales Representative	Department: Sales
Location: Canton	Skill Level: NA
Classification: Exempt	Date Reviewed by HR: 1/16/2024
Date Approved: 1/16/2024	Approving Manager: Michael Colt

Company Overview

Universal Alloy Corporation (UAC) is a global leader in the manufacture of aerospace products. UAC supplies aircraft manufacturers and their subcontractors worldwide and has served the aircraft industry for over four decades. UAC specializes in 2000- and 7000-series alloys and offers a full range of alloys and tempers that can be tailored to a customer’s particular application.

Essential Duties and Responsibilities

- Exercise and promote safety
- Assist VP Sales & Marketing in developing and deploying the strategic 3-, 5-, and 10-Year Sales and Marketing Plan
- Understand customer needs and recommend responses to those needs
- Add new business opportunities for profitable growth
- Assist in managing continuous improvement of the Sales Process
- Communicate effectively and timely to the commercial organization on all issues that influence a consistent interpretation of strategy and tactics
- Establish, maintain, and enhance effective relationships with all significant customers
- Expand E-Commerce success and increase market share
- Adhere to local, state, federal and UAC rules, and regulations
- Attend production staff meetings to plan and direct activities that meet production Quality goals
- Assure that all Quality policies and procedures are followed
- Assist in training all personnel to the Quality policies and procedures
- Ensure customer satisfaction through clear communication of Quality expectations
- Notify Quality management of problems or potential problems regarding Quality
- Other duties as assigned

Qualifications

- Minimum Education: Bachelor’s degree in Management, Sales or Marketing preferred

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- Minimum Experience: 3-5 years Sales and Management experience in the aerospace metals market sector preferred
- Certifications Required: None

Knowledge, Skills, and Abilities

- Communication Skills: Strong oral and written skills; high energy, self-motivated with a “can do” approach
- Leadership Skills: Entrepreneurial spirit; willingness to promote and accept change; places honesty and ethics above all other competing objectives; strong sense of personal principles and unquestionable integrity
- Reasoning Skills: Ability to carry out and communicate written and/or oral instructions
- Physical Abilities: Regularly required to stand, walk and use hands; must be able to lift 50 pounds at any time during his/her shift; the physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job; reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions

Working Conditions

- Schedule: 1st shift

Safety

All UAC employees must know and follow job safety procedures, attend required health and safety training, proactively promote safety at work, and promptly report actual and potential accidents and injuries. Employee must understand the PPE and wear it properly.

Equal Opportunity and Reasonable Accommodation

UAC is an affirmative action and equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, disability, age, sexual orientation, gender identity, national origin, veteran status, or genetic information. UAC is committed to providing access, equal opportunity, and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. To request reasonable accommodation, contact the Human Resources department at 770-479-7230.

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