



SEMLER INDUSTRIES, INC.
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***Territory Sales Manager
FEF Group***

Objective:

The Territory Sales Manager – FEF Group (Functional Engine Fluids) is accountable for building and maintaining Semler Industries' brand and reputation within designated territories and markets (New Mexico to Montana and out to the west coast). This individual will succeed by meeting or exceeding sales goals and gross margin requirements.

Accountable For:

- Identifying prospects, creating and identifying sales opportunities, and generating continuous sales growth.
- Developing existing account relationships to create additional opportunities.
- Collaborating with inside sales support and other departments to ensure the highest standard of customer service is given.

Minimum Requirements:

- High school graduate. College coursework in business, marketing, or sales is a plus.
- At least 2 years' experience in a sales role with comparable goals and responsibilities.
- Ability to work autonomously with minimal day-to-day supervision.
- Willingness to travel 25%-35% of the time to assigned market locations.
- Strong written and verbal communication skills.
- Reliable transportation, valid driver's license, and availability to work required schedule.

Compensation and Benefits:

- Competitive starting salary with commission
- Paid vacation and sick time
- 401(k) and profit-sharing plan
- Health, dental, and vision plans
- Short and long-term disability insurance plans
- Life insurance / Voluntary Life insurance

Our Company:

Founded in 1905, Semler Industries is a third-generation, family-owned business located in Franklin Park, IL. We pride ourselves on designing and building custom equipment that transfers, measures, stores, and purifies liquids across several industries including transportation, pharmaceutical, and food & beverage.

We have employees who have been with us for 40 plus years who possess irreplaceable knowledge about our products, processes, and customers. We are also constantly searching for and hiring new talent that brings fresh perspective and innovation to the company. Bringing the two together, we've created a close-knit culture that serves to benefit everyone.

We have consistently seen year-over-year growth and expect that to continue for years to come. There are opportunities for career advancement for those who meet and exceed performance goals and demonstrate a team mentality through personal accountability and responsibility.

Semler Industries is an equal opportunity employer.