

**Location for this position:**

**Rowmark**  
**5409 Hamlet Dr.**  
**Findlay, Ohio 45840**  
**[www.rowmarkllc.com](http://www.rowmarkllc.com)**

**Job Title:** **Business Development Manager**

**Reports To:** **COO, Rowmark**

**Primary Purpose:** Identify opportunities through key customer contacts and industry information to locate sources for sales of Rowmark plastic sheet. Prepares documents for prospective customers and ensures it is communicated appropriately. Responsible for effectively managing customer accounts while focusing on market and account growth.

**Expected Attributes:**

- Positive attitude with a high level of accountability, personal drive, ambition, integrity.
- Passion for using effective sales and marketing techniques on the telephone; Motivated by results, able to professionally handle rejection on the telephone, and stay motivated for the next opportunity.
- Strong interpersonal and verbal/written communication skills with the ability to work effectively with a wide range of internal and external customers.
- Effective planning, organization, and project/time management skills.
- Driven to set personal and professional goals, while demonstrating a strong work ethic.
- Team-oriented customer-centered spirit with a passion to learn in a fast-paced, goal/deadline-driven Atmosphere.
- Ability to balance issues emotionally and objectively; inspires others and empathizes with other employee concerns.

**Qualifications:**

- Degree in Business or Professional Sales
- Two years of sales experience required. Previous sales experience in the plastics industry is strongly preferred but not required. Previous sales experience in a related industry in lieu of plastics industry experience will be considered.
- Solid communication skills with the drive/persistence to find potential customers and inspire them with information about our products or services. Personal drive for positive results.
- Experience working within Customer Resource Management (CRM) software
- Excellent computer skills (MS Word, Outlook, Excel)
- Ability to learn new products and services quickly.

**Primary Duties & Responsibilities:**

- Meet and/or exceed assigned sales and customer objectives.
- Negotiate contract terms favorable to company.
- Research markets and applications where Rowmark could provide custom extruded sheet and roll stock products.
- Analyze customer needs and secure desirable business through application of Rowmark plastic sheet.

- Maintain favorable client relationships
- Assess and follow customer complaints to satisfactory resolution
- Prepare estimates for the sale of Rowmark plastic sheet.
- Prepare and maintain required customer information and files.
- Source, analyze, communicate and apply competitive data for competitive advantage to company.
- Communicate to both customer and internal operations the necessary information to assure customer satisfaction and achieve sales cost objective
- Retain and grow customer base.
- Develop negotiating strategies with minimum monitoring by management.
- Plan, develop and implement sales strategies on specific negotiations that are consistent with internal strategy while, at the same time, fully reflective of customer requirements and competitive offerings.
- Understand financial goals and expectations of company.
- Participate in company professional development programs to enhance working knowledge of elevator company products, services and procedures.
- Create interest and influence/convince the prospective customer to want to learn more about our products and services.
- Regularly report status of initiatives to management.
- Complete all other projects and tasks assigned by supervisor.

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*At Rowmark and Johnson Plastics Plus, we are passionate about making our customers look great!*

Rowmark proudly manufactures markets and distributes of a wide array of innovative and quality products for our customers primarily in the awards, recognition and signage markets.

Founded in 1997, our company has developed into the leader in the markets we serve. Our state-of-the-art manufacturing, warehousing and distribution systems continue to be keys to our success.

As part of the Rowmark family of companies, Johnson Plastics Plus is the leading supplier/distributor to the engraving and sign-making industry. JPP strives to provide excellent products and service to our customers every day with eight distribution points throughout the United States.

Rowmark is an Equal Opportunity Employer that values our employees and offers a competitive pay and benefits package, an encouraging, supportive environment with training, professional development, recognition programs and career growth opportunities. Our benefits include profit sharing, medical, dental, vision, 401(k), life insurance, flexible spending account options, short-term and long-term disability, vacation and paid company holidays.

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We believe that people have always been and will continue to drive the success of our company. If this sounds like the opportunity for you, we invite you to submit your name for consideration. We are looking forward to meeting you!

Please send resume and salary requirements to [kwinner@rowmark.com](mailto:kwinner@rowmark.com)