

POSITION: Field Sales Representative
LOCATION: Laval, Quebec

Position Summary

This position will be stationed out of RTI Claro in Laval, Quebec and will report to the General Manager of RTI Connecticut who is based in the Windsor, Connecticut distribution operation. The purpose of this is to provide field sales services of RTI International Metals Distribution products to the province of Quebec and Ontario with potential sales responsibilities in other parts of North America. The key markets served include Aerospace, Power Generation, Biomedical, Industrial and Military.

Job Duties / Responsibilities

The primary responsibilities include the following:

- Responsible for short- term, mid-term and long-term growth sales growth in the Aircraft Engine, Airframe and other markets, helps develop and implements strategic sales plans to meet company goals by acquiring new business while maintaining existing customer accounts.
- This position will be directly responsible for the full sales process: from the identification of leads to the completion of the sales process, including the generation of quotations/proposals/LTAs, through securing business and managing the contract in order to support the revenue goals of RTI CT to all enduse market segments that we service.
- Frequently travels to regular and prospective customers to solicit orders, maintain contact and develop new business. Requires approximately 70% travel and as business needs dictate. Travel is a combination of overnight travel and daily trips within the sales region.
- Maintain regular contact with RTI Connecticut management, inside sales and other departments to keep account activities current. Completion of weekly trip reports, itineraries and other sales documents is required.
- Builds partnerships with customers by regularly demonstrating a high level of expertise and professionalism. Anticipates customer's needs and recommends appropriate action plans. Independently assesses and effectively responds to customers' requests. Proactively seeks creative solutions by balancing customer's needs with internal resources and procedures and follows through on commitments made to customers.
- Computer proficiency required; competence in Word, Excel, PowerPoint, Project, etc.
- Must be detailed, organized, have good follow-through and be self motivated with the ability to effectively present information, in both the oral and in written form.
- Performs other reasonable requests as needed by the company in areas where their experience or ability may be needed.

Basic Qualifications / Requirements

BA/BS in a business-related subject and 4 or more years of sales and marketing experience in the Titanium, Nickel Alloy, Stainless Steel and Alloy Steel products is required. A working knowledge of the OEMS, Subcontractors, Applications and Materials used in the noted markets and geography will be instrumental in fulfilling the responsibilities of this position. Fluency in the French Canadian language, in both the oral and written form is required. Efficient negotiation skills, the proven ability to secure contracts and manage to closure are needed to support the sales of our mill and distribution products.

RTI INTERNATIONAL METALS, INC. is an equal opportunity employer. All qualified persons (F/M/V/H) are invited to show their interest in specific openings announced by the companies of the Corporation by using the Corporation's prescribed procedure. Unsolicited resumes not addressed to specific openings will not be considered. Qualified candidates may send their resume to nbisson@rtiintl.com. Such showings of interest must include a cover letter and salary history. If these items are missing the showing of interest will not be considered.