



**Alaskan Copper & Brass Company**  
1140 Azalea Garden Rd  
Norfolk, VA 23502  
(619) 301-8899

We will be accepting applications for this job opening only between the opening and closing dates. Individuals who meet all of the requirements will be considered for an interview. Job applications may be filled out in person or online at [www.alaskancopper.com](http://www.alaskancopper.com) and sent via fax or scanned to [rar@alaskancopper.com](mailto:rar@alaskancopper.com) when completed.

**Date Opened:** December 08, 2017

**Closing Date:** December 22, 2017

**Job Title:** Outside Sales Representative

**Pay Rate:** Salary dependent on qualifications and experience, automobile allowance provided.

**Hours of Work:** 8:00 am to 5:00 pm

**Location:** 1140 Azalea Garden Rd  
Norfolk, VA 23502

**Job Summary:**

Represent the company in a courteous and professional manner, develop prospective customers, encourage existing customers to purchase from us and determine quality of the relationship with management and resolve problems.

**Requirements To Be Considered For Position:**

1. Application must be filled out completely by the Applicant.
2. Pass a Pre-employment drug screen.
3. Meet all of the Required Essential Job Skills/Experience.

**Required Essential Job Skills/Experience:**

1. Must have minimum of one year successful Industrial Sales experience.
2. Computer literate, able to use a laptop computer to record sales call details.
3. Good verbal and communication skills, legible handwriting.

Outside Sales Rep

4. Good interpersonal skills, enthusiastic. Able to represent the company professionally in a business or social situation.
6. Have appropriate transportation to make sales calls and when appropriate to entertain customers. Car allowance provided.
7. Willing to comply with company rules and policies.

**Required Essential Job Functions/Duties:**

1. Establish and maintain personal contact with assigned accounts, provide customer with product information necessary to make a purchasing decision and foster a continued business relationship.
2. Seek out and develop new customers and sales opportunities for the Company, with personal calls and by telephone contact.
3. Handle customer inquiries, coordinating a response from inside Sales staff.
4. Develop delivery and pricing information necessary for preparing quotes by interaction with purchasing department.
5. Deliver quotations and negotiate for orders.
6. Expedite and follow up on orders.

**Job Accommodations:**

Considered on an individual basis.

**Physical Requirements:**

This job requires an individual to be out of the office making sales calls 4 to 5 days each week. In such case, you are visiting customers at their site where access conditions are unknown. May deliver samples, catalogs and other data.