



Sales Representative

Carlsen Precision Manufacturing, Rome, GA, is an expansion of the 100 year old, successful family business, Larsen & Shaw Limited of Ontario, Canada. Larsen & Shaw is a leading manufacturer of top quality precision metal products, including custom metal hinges, braces, bracketry, supports and hardware serving a wide array of industries.

While Larsen & Shaw is known as The Hinge People, Carlsen is a precision manufacturer working closely with regional customers to produce an expanded product line. The company has a solid knowledge of metal stamping, tool & die design, automation, plating, electro-polishing and finishing. Our broad capabilities are all supported by well-established technical training and is based in a foundation of lean manufacturing principles.

Reporting to the Sales Manager, the successful candidate will develop significant new business, manage existing accounts, while professionally promoting and representing Carlsen as an Industry Leader.

The successful applicant will possess the following qualifications:

- College Diploma or University Degree preferred
- 3-5 years of Sales, Procurement, or relevant professional experience
- Education and/or experience in marketing, and technical skills would be an asset.
- Education and/or experience in marketing is preferred
- Exceptional interpersonal skills and communications skills, both verbal and written
- Ability to interact with customers and prospects
- Ability to interact with all employees including Management, Plant and Office Employees
- Excellent organizational skills necessary to coordinate multiple priorities to meet objectives
- Must be a self starter and possess the ability to work with minimum supervision
- Computer skills in Microsoft Word, Excel, Outlook, social media platforms
- Must have a valid driver's license/passport with the Ability to travel as required to meet business needs.

Qualified applicants are invited to submit a cover letter and resume by *May 28, 2021*. Only those selected for an interview will be contacted.

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For a company overview, please visit our website at www.carlsenpm.com and www.larsenhinge.com