

Inside Then Outside Sales Representative

Aleris International Inc. is a leader in the aluminum manufacturing and recycling industry with over 40 locations around the world. We are fast, flexible and focused on sustaining growth and increasing our market share. Our Recycling Sales Group currently is recruiting for a talented sales person with excellent interpersonal skills and a drive for success.

This is an excellent entry level opportunity for someone with motivation, initiative and the passion to learn. You will start your Aleris career working within our Inside Sales Department for six months where you will experience on-the-job training and learn about Aleris customers, products, key internal resources and the importance of our computer systems. Once you have mastered inside sales, you will transition into an external sales position where you will meet directly with customers and travel.

You will provide proactive account management and customer support to the Midwestern Recycling Specification Alloy Americas (RSAA) Division by developing and maintaining strong relationships with key customers, fulfilling orders, negotiating prices and documenting new and existing customer contracts. Specifically, the position will include customer calls and relationship management, proactive customer cold calls, account management, contract management and sales order entry.

Requirements:

- BS in Marketing, Business or another technically related degree
- 0 to 3 years of business to business sales experience
- Strong demonstrated customer service skills with associated results
- Motivated, goal oriented self-starter who can effectively work independently
- Excellent verbal and written communication skill to include presentation skills
- Computer skills (Word, Excel, PowerPoint) and in house sales system
- Knowledge of creative and strategic sales and customer support techniques
- Travel of 50% within the Midwest by air and car
- Interest in Metallurgy and the Metals Industry
- Prior commodity sales experience is a plus but not required

Aleris offers a competitive base salary and an attractive benefits program which includes: Medical, Dental, Prescription Drug, Vision, 401 (k) Plan, Life, AD&D, LTD. Our Beachwood, Ohio Headquarters are conveniently located at 271 & Chagrin Blvd across from Lake Point Pond.

To apply, send your resume and cover letter with salary expectations to recruiter@aleric.com. Please list your name and "Inside Then Outside" in the subject line of your e-mail. For more information, visit www.aleric.com. Aleris is an equal opportunity employer and supports diversity in the workplace. PLEASE, NO AGENCY CALLS!