

## Outside Sales Representative

Ryerson Inc., one of the largest metals distributors in the US, is currently seeking Outside Sales Representative to join our sales team in Peoria, IL. He/She will be responsible for maintaining and growing business with assigned, established customers and for securing and growing business from new or not recently sold assigned customers in **Peoria, IL**. Successful candidate will also be responsible for coordinating all of the sales and customer service activities within the assigned accounts. This position involves a high volume of face-to-face customer contact and reports to the Outside Sales Manager.

### ROLES and RESPONSIBILITIES

- Quickly builds strong relationships with contacts at all levels across a variety of functions within customer organizations but especially with purchasing decision makers. Develops customer personnel trust and confidence in Ryerson and its representatives.
- Keeps customers informed about industry and economic trends and Ryerson's ability to assist customers in adapting to change.
- Works with service center and regional sales/product management to develop quotations and contract proposals that are responsive to customer needs and result in profitable sales for Ryerson.
- Understands and keeps up-to-date on the competitive environment and provides market intelligence to sales management to help shape service center sales strategies, price levels and working capital decisions.
- Increases revenue from assigned customers by increasing product lines or items sold and converting general line sales to fabrication sales.
- Involves service center management, regional management, Global Accounts, or other corporate management, and Ryerson supplier representatives in establishing and maintaining relationships at all levels of customer organization.

Bachelor's degree, preferably in business administration, or equivalent combined college and work experience

- 3-5 years of sales experience in metals service center industry or similar industry preferred
- MS Office (Word, Excel, Outlook) skills a must