



Mayer Alloys is looking for an energetic Consultative Sales Representative to join our growing Packaging business.

- Full Time; Monday – Friday 9am – 5pm
- Metro Detroit Area
- Located in our Ferndale, MI Warehouse; Can also be remote or hybrid for the right candidate.

Responsibilities:

- Hunt for and Identify qualified prospects
- Prospecting and new business development phone calls, email, social media and other sales channels to qualify leads and schedule meetings
- Manage all sales leads in HubSpot CRM
- Work with Director of Business Development to preparing and submitting quotes/proposals/bids to prospect and close sales

Skills/Qualification:

- 5+ years b2b sales experience and/or sales experience in the defense, automotive and/or industrial packaging industries
- Personable and friendly with a positive attitude
- Strong communication and listening skills.
- Software Management Skills - CRM, Microsoft Office (Word, Excel, PowerPoint)
- Strong Time Management Skills

Compensation/Benefits:

- Compensation commensurate with experience, base plus commission
- Health/Dental Insurance
- Life and Disability Insurance
- Paid Holidays and Vacation
- 401K

To Apply:

Please submit a cover letter and your resume to jobs@mayeralloys.com.