

## **RJ MATTHEWS COMPANY SALES OPPORTUNITIES**

### ***Do you....***

- ***have Business to Business (B2B) SALES EXPERIENCE?***
- ***have Equine, Feed and Farm, or Pet industry knowledge and experience?***

### **As a valuable Sales Representative.....**

You will have the power to control your own career selling animal health products and related supplies to brick and mortar retail stores. You'll apply your selling talents, passion for the industry, and your ability to develop relationships with customers.

You have over 16,000 products to sell your customers with **SAME DAY SHIPPING** from our 68,000sq ft warehouse located in Massillon Ohio.

### **You will.....**

- Meet and exceed Sales & Profit Goals that you are actively involved in setting each year
- Develop existing and new business in collaboration with Sales Management.
- Use telephone, computer, and online technology to achieve your goals more effectively.
- Commit to planning key activities to achieve to your sales and profit goals.
- Take on the role of a trusted vendor and a value-added resource to your customers.
- Seek to understand the needs of your customer and identify the products and services that builds their sales and profits.
- Stay current on the products and promotions offered by the RJ Matthews Company.

### **and have....**

- Excellent character and integrity
- A self-starter personality with passion, and a drive to serve customers and achieve goals.
- Excellent verbal and written communication skills especially with product presentations.
- Competence to be disciplined, well-organized, self-confident, and self-motivated.
- Desire to learn about new products offered by the RJ Matthews Company.
- Talent to build growing and long-lasting relationships.
- Ability to promote a strong company image and customer preference for RJ Matthews as a valuable vendor for their business.
- Proficiency to excel at Product Self-Training and Sales Meetings as provided by our Corporate office.

**Sales positions available throughout the US. Apply today by sending your resume to [kwarrene@rjmatthews.com](mailto:kwarrene@rjmatthews.com)**