



Gulf South Machine, Inc., is an ISO 9001:2015 Certified company, located in Ponchatoula Louisiana. We offer precision machining services to small organizations and Fortune 500 companies, which include industry leaders in oilfield equipment, flow control products, and transportation/heavy equipment areas. GSM is currently seeking an experience Salesperson, with a solid background in generating outside sales and providing excellent customer service.

Criteria:

The candidate must have extensive knowledge in a machine shop environment, marketing and verbal communication skills, product development, technical understanding, and innovation. A valid driver's license, along with a safe driving record, will be required for this position.

Responsibilities:

- Maintaining a constant professional work ethic, while communicating with customers and company personnel.
- Manage/Support existing key customer accounts, while building new customer relationships.
- Manage customer inquiries and identify sales opportunities.
- Quoting skills from gather material estimates, outsourcing estimates and estimated manufacturing processing times. Completing the RFQ process by utilizing others in quoting process when needed, submitting RFQ to customer and following up through the award of business.
- Reviewing, follow up and negotiate contracts and customer purchase orders.
- Ability to review and understand customer planning schedules and monitor part activity.
- Coordinate with the Production Manager to ensure resources are available to meet customer purchase order requirements.
- Ensure increasing levels of customer satisfaction, while improving the efficiency of incoming sales.
- Follow through, from initial contact to project management, and provide timely status updates.
- Maintain a detailed accurate forecast, of opportunities, to be reported to executive management.
- Determining and implementing effective arrangements for communicating:
 - Product information (through outside sales, phone, brochures, and web site)
 - Inquiries, contract or order handling, including amendments (through web site, emails, phone, or faxes)
 - Customer-planned feedback (sales reports, customer meetings, and surveys)
 - Unplanned feedback (customer complaints and returns, compliments)
- For Customer surveys returned with an "unsatisfied score in any category, the Sales representative will follow-up on the customer's concern and document the follow-up information on the survey.
- Travel to customers, prospective customers and vendors as needed to support business. Also, to attend/work trade shows and providing feed back to the executive management.

If you enjoy working in a team environment and possess the skill set, we offer a competitive salary and benefit package which includes Health Insurance, 401K, Paid Vacation and Paid Holidays.