

CAREER OPPORTUNITIES

Rouzer Group is an outsourced sales and marketing company representing only market-leading manufacturers in the electrical, utility, construction, and specialty tool & fastener industries. Rouzer Group is rapidly growing and looking to expand the Utility Divisions outside sales team. Winter 2023.

Position: Account Manager – Utility Division

Territory: Wisconsin

Industries: Utility

Job Type: Full-time Employee

Salary: Commensurate with skills and experience

Job Description:

- Manage all aspects of utility/coop account relationships with both agency and manufacturers represented.
- Profitably sell electrical products to utility/coop to increase Rouzer Group's market share in specified territory.
- Build relationships with utility/coop to understand their business model, buying patterns, and to grow Rouzer Group's share.
- Work with vocational training schools.
- Demonstrate advantages of Rouzer Group's represented products to utility/coop and distributors.
- Maximize profits and brand awareness of represented manufacturers and identify opportunities.
- Utilize agency resources to benefit customers (Inside Sales, Engineering Specialists, Marketing Coordinator, and CRM software).
- General day-to-day customer service.
- Represent Rouzer Group in a professional and ethical manner.

Requirements:

- Independent, self-starting, entrepreneur.
- Resourceful, and able to work with limited supervision.
- Ability to identify and capitalize on new opportunities.
- Excellent oral and written communication skills.
- Persistent, straightforward, and place emphasis on product value.
- Excellent interpersonal skills and an ability to work effectively with a team.
- 3+ years of outside sales experience in electrical or utility industry.
- Bachelor's degree or equivalent military/job experience.

Compensation:

- Starting Salary: Negotiated
- Annual Bonus Opportunity: Based on individual and company performance
- Profit Sharing: based on company performance
- 401(k)
 - \$1.00 for \$1.00 match up to 6% of pay
 - Employee contribution to IRS maximum
- Medical: 70% monthly premium company paid (*single or family*)
- Dental: 100% monthly premium paid
- Vision: 100% monthly premium paid
- Life & Long Term Disability: 100% company paid
- Health Saving Account
 - Semi-annual company donation

ROUZER
GROUP

Interested in joining our team? Forward your resume to [Don](mailto:Don@rouzer.com).
Don@rouzer.com

Learn more about Rouzer Group.

