



Are you a strategic-minded sales professional searching for the next step in your sales career?  
Searching for a well-established organization that is an industry expert?

D&K Group, [www.DKGroup.com](http://www.DKGroup.com), is an innovative, global manufacturer of leading-edge adhesive, coating technologies and print finishing equipment. We are based out of Elk Grove Village, IL and have been supporting a customer base in the US, Canada, Latin America and the UK for over 30 years.

We are seeking a strategic outside sales professional with a proven track record of success to join our sales team. The Area Manager will be responsible for new business development within an assigned territory. Additional responsibilities include maintaining and developing existing accounts, working with Marketing to develop new market strategies, act as a liaison between sales and manufacturing in weekly operations meetings and managing pricing and sales analysis.

**Required Skillsets:**

- Effective in closing business via efficient territory management with the proper balance of developing existing accounts and new business development.
- Skilled in developing relationships with internal and external customers.
- Strong verbal and written communication skills.
- Self- motivated and goal driven.
- Ability to recognize changes in market trends and create recovery strategies.
- Willingness to share knowledge and experience with others.
- Fair and objective in analysis of data.

**Required Experience/Education:**

- 3-5 years of sales experience required, manufacturing sales experience preferred.
- Bachelor Degree preferred, High School Diploma or equivalent required.
- Valid driver's license and reliable transportation.

**D&K Group offers:**

- Competitive compensation package
- Medical package to include health, dental, life insurance, short/long term insurance
- 401(k)
- Vacation

**How to Apply:**

Qualified candidates should apply by forwarding a cover letter and resume with salary history to [steve.patton@dkgroup.net](mailto:steve.patton@dkgroup.net)

***D&K Group is an Equal Opportunity Employer, minority/female/veteran/individuals with disabilities.***