

ROXUL[®]

The Better Insulation[™]

ABOUT ROCKWOOL[®] North America

ROCKWOOL International of Denmark is the world's leading producer of stone wool insulation made from natural stone and recycled slag. ROXUL Inc. is the North American operation of ROCKWOOL International which includes Grodan, ROCKWOOL Technical Insulation (RTI) and ROCKFON[®]. Headquartered in Milton, Ontario, ROXUL North American production facilities are located in Milton, ON, Grand Forks, BC and our newest factory in Byhalia, Mississippi which was built to keep pace with increasing global demand for stone wool insulation. ROCKWOOL Technical Insulation services the Industrial, Marine and Off Shore Market while ROCKFON is a leading provider of acoustic stone wool and metal ceiling solutions and suspension systems headquartered in Chicago, IL with production facilities in Baltimore, MD and Chicago. All of our employees operate within a culture of trust and empowerment allowing for freedom and cooperation resulting in measurable positive business results.

POSITION: TERRITORY MANAGER, LONG ISLAND, NY

JOB INFORMATION

We are currently seeking the talent and energies of a proven professional who will represent the ROCKWOOL[®] Values of Honesty, Responsibility, Efficiency, Passion and Entrepreneurship by joining our Sales Team as a Territory Manager based out of the Long Island, New York region.

Job Description

- Reporting to the Regional Manager, Residential, you will:
- Drive achievement of Retail (Home Depot, Lowe's, and Lumberyard) POS goals for the assigned market area.
 - Drive business through specified distribution channels
 - To sell Roxul residential products in line with the stated sales budget.
 - To manage the assigned territory in such a way that it meets the agreed objectives.
 - Represent the Company in accordance with its policies and core values.
 - Drive and grow the Roxul brand on a daily basis.
 - Maintain awareness of local competitive conditions in the assigned trading area.
 - Educate retail store management, staff, contractors, and general public about Roxul products.

Required Skills

- Four year college/university degree required.
- Valid driver's license.
- High drive, commitment, energy and integrity.
- Proven training skills.
- Knowledge of retail business environment.
- Experience with Home Depot & Lowe's considered an asset
- Excellent time management skills.
- Solid communication skills – both written and oral.
- Solid computer skills to include Word, Excel, PowerPoint & Outlook.
- Position is field based and requires travel activity within the territory 90% of the time
- Willingness for overnight travel up to 40%

CONTACT INFORMATION

Qualified applicants may apply in confidence to:

E-mail: [hrinbox@roxul.com](mailto:hinbox@roxul.com) Fax: (905) 875-9305 ■ 8024 Esquesing Line, Milton, ON L9T 6W3



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