



Purvis Industries is looking for an experienced Branch Manager to assign and direct all work performed in the branch and to supervise all areas of operation. The ideal candidate will manage staff and foster a positive environment, while ensuring customer satisfaction and proper branch operation. The successful candidate will have a hands-on approach and will be committed to the expansion and success of the business by implementing strategies that increase productivity and enable sales targets achievement.

Job Duties:

Our business units have a team of regional application engineers, whose territories may or may not align with the sales territories of Purvis Industries. Each regional application engineer is responsible for the following within their territory:

- Promotion of BU lines to internal and external sellers
- First-line technical support to our customers, including warranty service as necessary
- Opportunity qualification via phone calls and personal visits
- Coordination of Alliance Partner projects
- Training of sellers on new or existing BU lines
- Reinforcement of Purvis Industries procedures (stock, ERP handling, profit margins, AP contacts)
- Technical sales tasks: specification writing, quoting, and commissioning

Expectations / Accountability:

- Visit all regions of your territory at least once every 4-6 weeks
- Two sales days with each seller in territory each quarter
- One product training in each branch in territory each quarter
- Become certified completely on vendor products as required by the BU Business Development Manager

Purvis Industries offers a professional environment with competitive salary and benefits that include medical, dental/vision, Life, and 401k matching, as well as an aggressive vacation schedule. **Purvis Industries is an Equal Opportunity Employer and promotes a drug free workplace.**



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