

You can be part of an important industry with Hawkins, *a trusted and well-known leader* in the chemical industry for 80 years. As a Branch Sales Manager you will manage branch performance including sales and profits. You will manage the staff on site by providing training, counseling, motivation and coaching to ensure performance at the highest level to meet company objectives. You will also be in charge of monitoring branch costs and maintaining accurate inventory levels.

ABOUT HAWKINS

Hawkins, Inc. is a formulator, manufacturer, blender, distributor, and sales agent for thousands of industrial chemicals, reagent grade laboratory chemicals, and other specialty ingredients sold to municipalities and a wide variety of industries. Founded in 1938 and headquartered in Roseville, Minnesota with 44 facilities in 20 states, Hawkins creates value for its customers through superb customer service and support, quality products and personalized applications. Our **Water Treatment** division provides services a wide range of clients; water treatment systems, municipal and commercial swimming pools, industrial process and wastewater facilities, food manufacturers, and the oil and gas industry. This is our fastest growing division and we look to continue to provide excellent support to our customers and expand our territory. We utilize a route salesperson/delivery approach in supplying products and equipment to our customers, and our Technical Sales Representatives are trained to handle on-the-spot service on equipment and find system solutions.

Learn more about us at www.hawkinsinc.com. (NASDAQ: HWKN)

ABOUT THE JOB

We are looking for a dedicated individual with strong sales experience, excellent management skills and the ability to grow an existing branch servicing water and wastewater treatment customers. This unique position combines sales, mechanical know-how and travel throughout the region.

[Click here to watch a short video to learn more about the position.](#)

Many aspects of this job are learned through company-provided paid on-the-job training!

Responsibilities

- Call on existing and new customers to maintain and grow business through selling, problem-solving and support. Develop productive, professional relationships with new and existing customers.
- Develop and grow territory within a regional market.
- Efficiently and safely deliver chemical and other products to customers with company truck.
- Provide "hands-on" service of Hawkins' and customers' equipment, which may include visually inspecting and repairing chemical feed equipment.
- Contribute to the overall effectiveness and responsibilities of the branch team, including warehouse functions.

ABOUT YOU

Minimum Qualifications

- Minimum of High School Diploma. Two years post-high school education a plus
- Ability to obtain and maintain a Class B Commercial Driver's License with Hazardous materials endorsement
- Good driving record with no recent alcohol/drug related traffic violations
- Ability to pass DOT physical and pre-employment drug screening
- Self-motivated and hardworking individual
- Excellent communication skills, both verbally and written
- Ability to problem solve internal problems and customer issues and needs
- Ability to perform math calculations
- Willingness to work a schedule that consists of 10- to 12-hour days and requires some overnight travel
- Physical Requirements
- Ability to lift and carry up to 75 pounds
- Must be able to push/pull up to 100 pounds
- Ability to drive a straight truck with GVWR over 26,000 pounds and up to 45 feet in length
- Ability to follow and meet all safety standards and requirements

WORK FOR THE BEST

Hawkins offers a competitive compensation and benefit package and is an award-winning employer and organization! Learn more about us at [www.hawkinsinc.com /careers](http://www.hawkinsinc.com/careers) .

All resumes/applications must be submitted online.

Hawkins, Inc. is an Equal Opportunity/Affirmative Action Employer and makes employment decisions without regard to race, gender, disability or protected veteran status.

Hawkins, Inc. is a Drug Free Workplace Employer