



CASCO Industries, INC; A Career Committed to Providing Protection for Those Who Protect Us.

A Career with CASCO starts here as we search for an Outside Sales Representative in the North Texas Region.

Casco Industries, Inc. has been in business for over 67 years. Casco is a family-owned business and is in its second generation of ownership. The company originally started with Warren E. Schaumburg selling American La France fire trucks in 1950 through C & S Company. The business was incorporated as Casco Industries, Inc. in 1962 and is now under the direction of the third generation; Robert and Michael Schaumburg.

Casco has grown into one of the largest distributors in the fire service industry. Having started with only two salesmen, Casco now employs over 40 salesmen that cover a seven-state area in the southwestern United States. Casco has six stocking sales offices in five different states.

Casco industries, Inc. mission is to bring the Fire Service Industry the finest lines of fire service products on the market today at the best prices and service available. Our commitment is to our customers and the trust and relationship that we have built over the years by "providing protection for those who protect us" since 1950. Additionally, Casco Industries Inc. is committed to providing the fire departments in all states with up-to-date information, training, equipment, and services of the products we sell. Without this trust and relationship Casco realizes we would not have your business.

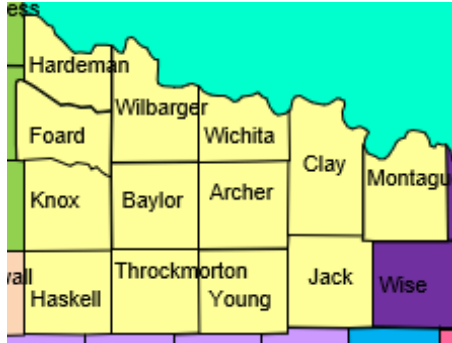
Casco Industries, Inc. is a factory authorized and trained service center for many products including MSA and Bauer Compressors. We offer mobile service as well as in house services on many products. We offer these services in Louisiana, Texas, Oklahoma, and Arkansas. Our mobile services include SCBA certification and compressor servicing. Our in-house service locations are Shreveport, LA, Harvey, LA, Grand Prairie, TX, Oklahoma City OK and Bryant, AR.



OUTSIDE SALE REPRESENTATIVE - TEXAS

Outside Sales Representative Territory:

The outside sale opportunity lies within the counties illustrated in YELLOW:



Job Summary: Outside Sales Professional

This position will serve as a 1099 employee. The position will require in-person visits and promoting our Company and our solutions involving equipment and services to emergency responders and other customers.

Sales calls will be made on regular and frequent basis as sales conditions warrant.

It is essential for the Outside Sales Professional to provide effectively detailed information to potential buyers on various products, programs and services offered by the company. Therefore, the Outside Sales professional must devote full time to their duties as a CASCO employee.

Essential duties and responsibilities

- Maintain regular contact with customers as well as frequent communication with your leader.
- Schedule appointments; meet customers in an effort to review customer needs, product and service requirements, and to determine other opportunities for a successful relationship.
- Effectively plan and conduct presentations by meeting customers face-to-face on a regular basis.
- Design and implement professional demonstrations or presentations of company products and services.
- Execute information exchange with customers on products and services with objective of assisting customers with their requirements.
- Meet or exceed defined sales goals and individual objectives.
- Generate and develop new opportunities for sale of our products and services.



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- Continuously update all customers on our company, product modifications, changes, and enhancements.
- Enhance up-to-date knowledge on new products, procedures, services and tools by attending departmental and training meetings.
- Maintain professionalism, diplomacy, sensitivity, and tact to portray the company in a positive manner.
- Effectively attend conferences and trade shows as assigned.
- Comply with all Company travel, expense, and business ethics policies.
- Use marketing data to maximize sales effectiveness and efficiency.
- Use required sales tools.
- Keep management informed by submitting required reports.
- Perform updating and maintenance of customer accounts including contact names, addresses, products used, ongoing projects, etc.
- Travel away from home consistently and for extended periods.
- Maintain an excellent driving record.
- Monitor and report on market and competitive activities.
- Other duties as assigned by management to address and provide effective support of company mission, values, and goals.

Qualification requirements

- High School diploma or equivalent preferred
- 1-2 years previous outside sales experience preferred
- Good communication, organizational, time management mathematical skills
- Dependable and Reliable
- Inventory, Equipment maintenance, data entry and computer skills may be required

Core Competencies/Skills

- Knowledge of emergency responder equipment.
- Must have a relentless desire to be the best.
- Ability to effectively communicate.
- Strong Work Ethic.
- Proven attention to detail.
- Self-starter with willingness to do whatever is necessary to support the team.
- Demonstrated good judgement and a high degree of integrity.
- A history of continuing professional and personal development.
- Provide a positive experience for all customers.
- Effective in a team environment.



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- Effective time management, organization, and multitasking skills.
- Special people skills to deal with customers.
- Outgoing personality.
- Strong written and verbal communication skills.
- Proficient in Microsoft Office Suite; Outlook, Excel and Word.
- Proper and safe handling emergency responder tools and products we promote.

Physical demands and abilities

- Regularly required to use hands to finger, handle or feel, reach with hands and arms, and talk or hear.
- Regularly lift and/or move objects 10-50lbs occasionally lift and/or move objects that weigh more than 100 lbs.
- Frequently required to stand, walk, stoop, kneel, crouch or crawl, sit and climb

Career Opportunity Instructions/Process:

1. Hiring Process is open with Applications/Resume accepted immediately with the period closing **February 28, 2025**
2. Applications must be completed and submitted in the following manner:
 - Complete Application and Resume (save as pdf)
 - Email Application and Resume to: jessie@cascoindustries.com & david@cascoindustries.com
 - Questions must be via email to jessie@cascoindustries.com & david@cascoindustries.com
 - Compensation based on Experience and Qualifications.

Jessie Gentry

A handwritten signature in black ink that reads 'Jessie Gentry'.

Sales Manager

CASCO INDUSTRIES, INC are proud to be an Equal Employment Opportunity and Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex (including pregnancy, childbirth, reproductive health decisions, or related medical conditions), sexual orientation, gender identity, gender expression, age, status as a protected



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veteran, status as an individual with a disability, genetic information, political views or activity, or other applicable legally protected characteristics.