

Top Sales & Operations Candidates

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★ Candidate ID: 413874 – Territory Sales Manager

Why This Candidate Stands Out

This candidate brings 10+ years of sales experience combined with 2+ years of project coordination exposure in the metal industry. He has led business development and sales strategy across multi million dollar, multi state territories, built and mentored teams of 10 to 15 sales representatives, and managed the full sales cycle from prospecting through close. His current role with a steel fabricator gives him direct exposure to commercial and industrial steel projects, including reviewing drawings, technical specifications, RFIs, submittals, and fabrication packages for complex projects such as multi phase data center builds.

Key Highlights

- 10+ years of sales and business development experience
- 2+ years of project coordination experience in steel fabrication
- Managed multi million dollar, multi state sales territories
- Built and mentored teams of 10 to 15 sales representatives
- Experience with galvanized steel, including angles, beams, columns, and trusses
- Coordinates RFIs, submittals, and fabrication packages
- Reviews customer drawings and technical specifications
- Experience supporting large scale commercial and industrial steel projects
- Strong CRM, pipeline forecasting, and competitive market analysis experience

Scope of Expertise

Territory Sales, Sales Management, Business Development, Account Management, Consultative Selling, Team Leadership, Steel Fabrication, Project Coordination, RFIs, Submittals, Fabrication Packages, Drawing Review, Customer Relationship Management, Pipeline Management

Tools & Systems

Salesforce, MS Office.

Executive Summary

This candidate executes through consultative selling, structured territory management, team development, and disciplined pipeline management. His current steel fabrication experience adds technical exposure to drawings, specifications, engineering requirements, production capabilities, and project documentation, allowing him to better understand the operational side of customer requirements. He combines this technical exposure with previous experience managing sales teams, developing markets, monitoring competitive activity, and driving full cycle business development.

Ideal For

Best suited for a Territory Sales Manager, Sales Manager, or Business Development role where strong sales leadership can be combined with growing knowledge of steel fabrication and commercial/industrial construction projects.

★ Candidate ID: 348740 – Sales Manager

Why This Candidate Stands Out

This candidate brings 10+ years of outside sales and business development experience across manufacturing, steel fabrication, and oil & gas environments. His background includes developing new business through cold calling, job site visits, networking, and direct customer engagement, while managing opportunities from technical review and estimating through proposal, delivery, and post sale support. He has experience reviewing blueprints and project specifications and recommending piping materials, pipe hangers, and expansion joints, along with carbon steel, alloys, and stainless steel products. His previous Sales Manager role also included directing OCTG and line pipe sales across the GCC and U.S. and securing vendor approvals with major energy companies.

Key Highlights

- 10+ years of outside sales and business development experience
- Sales management experience across manufacturing and oil & gas
- Experience selling carbon steel, alloys, and stainless steel
- Product experience includes tubes, beams, and channels
- Strong cold calling, job site prospecting, and networking experience
- Experienced reviewing blueprints, bid documents, and project specifications
- Directed OCTG and line pipe sales across the GCC and U.S.
- Secured vendor approvals with Aramco, Exxon, BP, Chevron, and others

Scope of Expertise

Outside Sales, Business Development, Sales Management, Territory Development, Oil & Gas Sales, Steel Fabrication, OCTG, Line Pipe, Piping Materials, Account Management, Blueprint Review, Estimating, Proposal Development, Customer Relationship Management

Tools & Systems

MS Office, SAP, Salesforce.

Executive Summary

This candidate executes through proactive prospecting, technical customer consultation, and full cycle opportunity management. He identifies opportunities through cold calling, job site visits, and networking, then reviews technical requirements, develops estimates and proposals, coordinates delivery, and supports customers after the sale. His combination of technical product knowledge and sales experience allows him to work effectively with engineers, project managers, contractors, and industrial customers.

Ideal For

Best suited for an Outside Sales Manager, Business Development Manager, or industrial metals sales role requiring technical selling, new business development, and experience with steel and energy sector customers.

★ Candidate ID: 376514 – Quality Manager

Why This Candidate Stands Out

This candidate brings 20+ years of metal fabrication, quality control, welding inspection, and shop management experience across bridge manufacturing, structural steel, and pressure vessel production. His career progression includes welding, inspection supervision, production management, and his current role as Quality Manager, giving him both hands-on fabrication knowledge and leadership experience. He holds an active AWS Certified Welding Inspector certification valid through 2029 and has hands-on NDE experience, with a strong understanding of weld quality, fabrication requirements, and steel components.

Key Highlights

- 20+ years of metal fabrication and shop management experience
- Current Quality Manager in a pressure vessel manufacturing environment
- Nearly 20 years of progressive experience with Milton Steel
- Production Manager and Supervisor/CWI experience
- Active CWI certification valid through 2029
- Hands on NDE and visual weld inspection experience
- Bridge components, structural steel, and pressure vessel experience
- Strong quality assurance and fabrication knowledge

Scope of Expertise

Metal Fabrication, Quality Management, Shop Management, Production Management, Welding Inspection, CWI, NDE, Weld Quality, Structural Steel, Bridge Components, Pressure Vessels, Quality Assurance, Fabrication Operations, Inspection Leadership

Tools & Systems

MS Office, Word, Excel, Outlook.

Executive Summary

This candidate executes through hands-on fabrication knowledge, quality oversight, welding inspection, and production leadership. His progression from welder to inspection supervisor, production manager, and quality manager gives him a strong understanding of how fabrication quality and production requirements connect on the shop floor. He applies CWI and NDE expertise to

evaluate weld quality and support compliance across complex steel components and pressure vessel applications.

Ideal For

Best suited for a Quality Manager, Production Manager, Production Supervisor, Shop Manager, or Welding Inspection leadership role within a structural steel, bridge fabrication, pressure vessel, or heavy metal fabrication company.

Candidate ID: 414531 – Fabrication Manager / Plant Manager

Why This Candidate Stands Out

This candidate brings 15+ years of management experience in structural steel fabrication, shop management, production, and quality control, with experience overseeing teams of approximately 75 to 100 employees across fitting, welding, painting, material handling, safety, and production. His project background includes major stadium and data center work, with data center production averaging 200+ tons per week and project portions reaching approximately \$10 to \$15M. He combines hands on fabrication expertise with CWI certification, AISC quality experience, KPI driven management, and demonstrated process improvement, including a welding initiative that increased output from approximately 6 feet per hour to 24 feet per hour.

Key Highlights

- 15+ years of structural steel fabrication and management experience
- Managed teams of approximately 75 to 100 employees
- Data center production experience exceeding 200 tons per week
- Major stadium project experience, including Titans and Buffalo stadiums
- Approximately 5 years of quality control experience
- CWI certified with AISC and AWS standards knowledge
- Successfully supported AISC recertification on two occasions
- Increased welding productivity by approximately 300%
- Strong fitting, welding, blueprint reading, and shop floor troubleshooting experience

Scope of Expertise

Structural Steel Fabrication, Shop Management, Plant Management, Production Management, Quality Control, Welding, Fitting, CWI, AISC Compliance, AWS Standards, Safety Management, KPI Management, Manpower Planning, Scheduling, Process Improvement, Project Execution

Tools & Systems

MS Office, Production KPI Systems, Quality Control Systems.

Executive Summary

This candidate executes through observation based leadership, KPI driven accountability, forward production planning, and hands on technical problem solving. He evaluates shop workflows and bottlenecks before implementing changes, allocates manpower based on production requirements and customer ship dates, and works closely with logistics to prevent material shortages from disrupting schedules. His combination of fabrication expertise and quality leadership allows him to resolve technical issues while protecting productivity, safety, quality, and delivery commitments.

Ideal For

Best suited for a Fabrication Manager, Plant Manager, Shop Manager, or Superintendent role with a structural steel fabricator requiring strong production leadership, quality expertise, and hands on fabrication knowledge.

★ Candidate ID: 413611 – Sales & Fabrication Manager

Why This Candidate Stands Out

This candidate brings 10+ years of sales experience, including 6 years in the metals industry and 1.5 years in sales management, with strong experience in value added steel services, business development, territory management, and account growth. He currently manages approximately \$15 to \$16M in personal annual revenue while supporting a broader sales organization generating approximately \$130 to \$135M annually. His territory spans a 300 mile radius around Memphis and includes multiple states and Mexico, while his fabrication experience covers shearing, plasma and laser cutting, saw cutting, press braking, roll forming, tube bending, welding, powder coating, painting, and hot dip galvanizing.

Key Highlights

- 10+ years of sales experience, including 6 years in metals
- 1.5+ years of sales management experience
- \$15 to \$16M personal annual revenue responsibility
- Manages a 300 mile territory covering multiple states and Mexico
- 3+ years selling fabrication and value added steel services
- Strong experience with shearing, plasma, laser, forming, bending, welding, and coating
- Experienced with pricing strategy, quotations, negotiations, and margin management
- Strong B2B account development and new market prospecting experience

Scope of Expertise

Sales Management, Outside Sales, Territory Management, Business Development, Account Management, Steel Sales, Value Added Steel Services, Metal Fabrication, Pricing Strategy, Quoting, Customer Negotiations, Market Development, Blueprint Review, Fabricated Assemblies

Tools & Systems

MS Office.

Executive Summary

This candidate executes through targeted market development, consultative selling, technical customer engagement, and disciplined pricing management. He identifies target markets, develops

new accounts, reviews drawings and specifications, and works with operations and logistics to deliver fabricated assemblies from raw steel processing through finishing. His approach balances competitive pricing with profitability by continuously monitoring commodity markets, customer requirements, and available processing capabilities.

Ideal For

Best suited for a Sales Manager, Sales & Fabrication Manager, or Territory Sales leadership role with a steel service center, metal processor, or fabrication company seeking a strong business developer with value added steel experience.

Candidate ID: 356222 – National Sales Director

Why This Candidate Stands Out

This candidate brings 10+ years of combined outside sales and sales management experience in the metals industry, with progressive responsibility spanning metal supply, aluminum manufacturing, product development, and national sales leadership. He currently serves as a National Sales Director, managing regional sales leaders, establishing performance metrics, and developing pricing strategies based on raw material and supply chain conditions. His previous experience includes Regional Sales Manager with an aluminum manufacturer and Sales Manager with a major steel supplier, where he developed accounts, drove new customer acquisition, analyzed market and competitor activity, and partnered with procurement, engineering, and operations.

Key Highlights

- 10+ years of metals industry sales and management experience
- Current National Sales Director
- Experience managing regional sales managers and performance metrics
- Strong B2B account acquisition and strategic account management experience
- Aluminum extrusion experience
- Steel processing and metal supply experience
- Experienced with pricing strategy, contracts, volume commitments, and margin goals
- Strong cross functional experience with engineering, procurement, operations, quality, and supply chain

Scope of Expertise

National Sales Management, Regional Sales Management, Outside Sales, Business Development, Strategic Account Management, Territory Management, Aluminum Extrusions, Steel Processing, Pricing Strategy, Contract Negotiations, Market Analysis, Sales Forecasting, Product Development, Customer Solutions

Tools & Systems

MS Office, Salesforce.

Executive Summary

This candidate executes through strategic account development, market analysis, pricing discipline, and cross functional collaboration. He develops regional go to market strategies and sales forecasts while evaluating competitor pricing, demand, raw material markets, and supply chain costs to support volume and margin objectives. His progression through processing, product development, sales management, regional sales, and national sales leadership gives him a strong understanding of both the technical and commercial sides of the metals business.

Ideal For

Best suited for a National Sales Director, Regional Sales Manager, Sales Manager, or Strategic Account leadership role with an aluminum manufacturer, steel supplier, metal service center, or value added metals company.

★ Candidate ID: 383021 – Outside Sales Representative

Why This Candidate Stands Out

This candidate brings 11+ years of outside sales experience, including direct experience in metal distribution with Ryerson managing flat rolled and bar products, primarily stainless steel and aluminum. His metals experience includes developing accounts across South Louisiana with NASA related manufacturers, machine shops, and marine fabricators, as well as selling carbon steel packages for workboats and tugboats. He also brings extensive industrial equipment sales experience, with a proven record of territory development, customer relationship management, prospecting, budget planning, forecasting, and contract negotiations.

Key Highlights

- 11+ years of outside sales experience
- Direct metal distribution experience with stainless steel and aluminum
- Experience with carbon steel packages for workboats and tugboats
- Customer base includes manufacturing, machine shops, marine fabrication, and NASA related accounts
- Strong territory management and new business development experience
- Experienced with budget planning, forecasting, and contract negotiations
- Recognized as #1 Caterpillar sales representative in North America for Q4 2017
- Increased customer base by 36 accounts in a previous territory

Scope of Expertise

Outside Sales, Territory Management, Business Development, Account Management, Metal Distribution, Flat Rolled Products, Bar Products, Industrial Equipment Sales, Customer Relationship Management, Prospecting, Contract Negotiations, Budget Planning, Market Development

Tools & Systems

MS Office.

Executive Summary

This candidate executes through relationship driven outside sales, proactive prospecting, territory development, and strong customer service. He identifies opportunities through networking and direct outreach while using product knowledge and consultative selling to develop solutions for industrial

and marine customers. His experience managing metal accounts and industrial equipment territories has also strengthened his ability to understand customer requirements, negotiate contracts, and build long term business relationships.

Ideal For

Best suited for an Outside Sales Representative or Territory Sales role with a metals distributor, steel service center, industrial manufacturer, or equipment company serving customers throughout Louisiana and Mississippi.

Candidate ID: 413711 – Field Project Manager

Why This Candidate Stands Out

This candidate brings 20+ years of management experience across the metal and construction industries, with a strong background in field project management, metal building construction, subcontractor coordination, procurement, budgeting, and resource allocation. He spent more than five years as a Field Project Manager with a steel distributor, coordinating subcontractors and suppliers while managing project resources and operational efficiency. He also previously owned a metal building construction company, overseeing project scheduling, budgeting, procurement, and execution. His product experience includes galvanized steel, carbon steel, aluminum, and stainless steel structural components such as beams, columns, and angles.

Key Highlights

- 20+ years of management experience in metal and construction industries
- 5+ years of Field Project Management experience with a steel distributor
- Former owner of a metal building construction company
- Experienced with galvanized steel, carbon steel, aluminum, and stainless steel
- Strong subcontractor and supplier coordination experience
- Experienced managing budgets, procurement, resources, and project schedules
- Developed safety protocols and training programs
- Strong field operations and construction management background

Scope of Expertise

Field Project Management, Construction Management, Metal Building Construction, Steel Products, Subcontractor Management, Supplier Coordination, Budget Management, Procurement, Resource Allocation, Project Scheduling, Safety Management, Team Supervision, Operational Efficiency

Tools & Systems

MS Office, Procore, Bluebeam.

Executive Summary

This candidate executes through hands-on field management, subcontractor coordination, resource planning, and disciplined project scheduling. He manages project requirements by coordinating suppliers and subcontractors, controlling budgets, allocating resources, and maintaining communication throughout project execution. His prior ownership experience also gives him a practical understanding of construction operations, procurement, scheduling, customer requirements, and overall project profitability.

Ideal For

Best suited for a Field Project Manager, Construction Project Manager, or Project Manager role with a metal building, structural steel, construction, or steel distribution company requiring strong field execution and subcontractor management.

★ Candidate ID: 379030 – Welding Engineer

Why This Candidate Stands Out

This candidate brings 5+ years of welding engineering, fabrication, and management experience across manufacturing and metal fabrication environments. He currently serves as a Welding Engineer with Siemens Energy, supporting alloy behavior analysis, failure analysis, fabrication teams, technical repair procedures, and complex manufacturing challenges. His background includes supervising fabrication shops, managing custom structural and architectural steel projects, and working with specialized alloys including stainless steel, Inconel, nickel based superalloys, and heavy structural steels. He also brings strong expertise in welding procedures, NDE/NDT, quality standards, and automated welding systems.

Key Highlights

- 5+ years of welding engineering, fabrication, and management experience
- Current Welding Engineer supporting complex energy manufacturing
- Strong experience with stainless steel, Inconel, nickel based superalloys, and structural steel
- Develops PQRs and WPSs and resolves complex welding and manufacturing issues
- Experienced with ASME, AWS, API, ISO, and IATF 16949 standards
- Strong NDE/NDT knowledge including ultrasonic, magnetic particle, and liquid penetrant testing
- Managed custom architectural and structural steel fabrication projects
- Experience specifying and validating automated welding cells, fixtures, and tooling

Scope of Expertise

Welding Engineering, Metal Fabrication, Structural Steel, Architectural Steel, Welding Procedures, PQR/WPS Development, Failure Analysis, NDE/NDT, Quality Control, Automated Welding, Manufacturing Engineering, Shop Operations, Root Cause Analysis, Process Improvement, Alloy Analysis

Tools & Systems

MS Office, Creo, SolidWorks, SAP.

Executive Summary

This candidate executes through technical welding expertise, root cause analysis, quality control, and hands-on collaboration with manufacturing and fabrication teams. He evaluates alloy behavior, HAZ properties, and microstructural integrity to identify failure mechanisms and develop repair or fabrication solutions. His experience also includes managing shop operations, validating automated welding systems, auditing external fabricators, and ensuring welding procedures comply with demanding industry standards.

Ideal For

Best suited for a Welding Engineer, Welding Engineering Manager, Fabrication Engineering, or Manufacturing Engineering role with a metal fabricator, heavy manufacturer, energy equipment producer, or industrial company requiring advanced welding and fabrication expertise.

★ Candidate ID: 414491 – District Sales Manager / Technical Sales

Why This Candidate Stands Out

This candidate brings 2+ years of sales and management experience in the metals industry with NUCOR, serving as a primary customer facing representative to builders, fabricators, general contractors, structural engineers, and construction partners. His responsibilities span the full project lifecycle, including project design, quoting, bidding, delivery, and closeout, along with territory marketing, pricing, volume, and shipment strategies. He has experience developing long term customer relationships while monitoring competitor activity, market dynamics, raw material trends, and builder sentiment. His background also includes prior experience with carbon steel and stainless steel coils and gratings.

Key Highlights

- 2+ years of metals industry sales and management experience
- District Sales Manager with NUCOR
- Customer facing experience with builders, fabricators, GCs, structural engineers, and construction partners
- Full project lifecycle involvement from design and quoting through delivery and closeout
- Experience developing territory marketing, pricing, volume, and shipment strategies
- Carbon steel and stainless steel experience
- Product experience with coils and gratings
- Strong relationship management and market analysis capabilities

Scope of Expertise

Technical Sales, District Sales Management, Territory Management, Business Development, Customer Relationship Management, Project Lifecycle Management, Quoting, Bidding, Pricing Strategy, Territory Marketing, Market Analysis, Competitive Analysis, Carbon Steel, Stainless Steel

Tools & Systems

MS Office, Salesforce.

Executive Summary

This candidate executes through relationship based selling, territory strategy, market analysis, and active involvement throughout the customer project lifecycle. He works directly with builders, fabricators, contractors, and engineers to provide responsive support from initial design and quoting through delivery and closeout. His approach combines customer relationship development with pricing, volume, shipment, and market strategies designed to achieve revenue and margin objectives.

Ideal For

Best suited for a technical sales or district sales role within a steel producer, metal manufacturer, or construction related metals organization seeking strong customer facing and territory management capabilities.