

WE ARE HIRING!



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EMERGING SALES ASSOCIATE PROGRAM

The Culture We're Building

- Trust & Transparency
- Loyalty & Support
- Positivity & Encouragement
- Solution-Focused Mindset
- Accountability & Assertiveness
- Sense of Urgency & Excellence
- Customer Focus & Sales Centricity
- Collaboration Over Silos
- Growth Mindset & Humility

The Mindset We Need:

- Entrepreneurial and self-driven
- Curious and eager to learn
- Sees challenges as opportunities
- Coachable
- Competitive
- Collaborative
- Career focused

Industrial doesn't have to be boring.

At DockStar Industrial, we're proving that an often-overlooked world - loading docks, warehouses, and industrial safety - is also one of the most essential and opportunity-rich markets in America. We're modernizing a stagnant space with bold branding, smart technology, and a sales-first mindset - and we're looking for driven, curious, entrepreneurial graduates ready to build something real.

Who Thrives at DockStar?

The people who thrive at DockStar are self-starters - they take ownership, move fast, and follow through. They're competitive in the right way: motivated by goals, energized by progress, and driven to win through effort and consistency. If you're results-focused, coachable, and the type of person who sets a target and refuses to miss it, you'll fit right in here.

DOCKSTAR



ACCOUNT MANAGER

Position Overview :

We are looking for motivated, results-driven Sales Representatives to join our team in a structured training role. This position is expected to progress into a regional account management role where Reps will develop new business, and drive revenue growth through a consultative, solution-oriented approach.

Key Responsibilities :

- Develop and manage customer relationships
- Generate and grow sales revenue through prospecting, quoting, follow-ups, and closing new and existing business deals.
- Promote Positive Internal Business Relations
- Field-based role requiring routine travel within the territory

Requirements :

- Bachelor's degree in Business, Marketing, Communications, or a related field (or equivalent experience).
- Strong communication and interpersonal skills
- Self-motivated and results-driven, with strong time management skills
- Problem-solving mindset and consultative approach

Benefits :

- Health Insurance (Employee Premium 100% Paid by Company, Family 25%)
- Career development opportunities
- Compensation Package with Unlimited Earning Potential

How to Apply?



Send your CV & Portfolio to:
careers@dockstarindustrial.com

Subject: **Sales Position – [Your Name]**

WELCOME TO DOCKSTAR. WHERE WE BUILD GREAT PRODUCTS AND EVEN GREATER PEOPLE.

- THE ROCKSTARS OF LOADING DOCK EQUIPMENT