



Est. 1972



**Life as a  
Rockmount  
Representative.**

**“There is a huge opportunity  
for financial and personal  
growth with Rockmount.”**

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LYLE, VETERAN REPRESENTATIVE

**“My sales of Rockmount  
product are growing month by  
month. That’s good news for  
my future.”**

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TOM, SALES REPRESENTATIVE

**“Rockmount’s technical training  
is the best I have ever had.  
I added my sales ability for a  
winning combination.”**

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BOB, VETERAN REPRESENTATIVE

## **1** Freedom From the Daily Grind

Some people dread the work week, but Matt looked forward to it. It had been a great weekend, and now it was time to get back to business. One of the best things about representing Rockmount, Matt reflected, was the balance between work and fun. Matt had guilt-free time, the ability to design his own schedule, and the money to enjoy life.

Heading out that morning, Matt considered the day ahead. The morning sales calls would be at a large construction company, a mill, and a state maintenance shop. The afternoon would be devoted to various agricultural customers, who were always in the market for helpful new products. The large variety of accounts kept the job interesting and exciting, and each day he had multiple sales.

Life as a Rockmount representative is rewarding in more ways than one.

Follow Matt's story for a snapshot of the benefits and highlights of Rockmount.



### Mutually beneficial relationships.

Rockmount's lifeblood is the productive partnerships it has with its independent representatives. We provide the technical training and the best products in the industry; you provide the sales talent and the drive to achieve your highest potential.

### Flexibility.

Rockmount representatives, as independent businesses, choose their own schedules and strategies, so they can live the lives they want while watching their business grow. Our motto? "Work hard, play hard."

**2**

## **Lasting Relationships with Loyal Customers**

Matt maneuvered down the gravel driveway and arrived at the construction company. This particular customer regularly needed Rockmount's maintenance products to stay on top of its heavy equipment repairs, and Matt was eager to introduce the company's newest products.

He loved the flexibility to set appointments with his customers or just drop in. Thinking back to some of his first sales calls, Matt marveled at how much he had grown. Those former strangers were now loyal repeat sales customers who considered Matt to be one of their most valued sales representatives.



### Long history of success.

Rockmount's long history in the industry has allowed it to learn the most effective ways of selling its products. Rockmount's resources are available to representatives seeking tips and recommendations on sales techniques that will improve their business.

### Individual approach.

Our independent representatives know how to find success with their customers. As independent business owners, they set their hours and manage their account bases however they see fit. They become experts on which Rockmount products work in their specific territories.

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## **Helping Customers Save Time and Money**

Matt knew that to really help his customers, he would need top-level training and great products. Rockmount had provided both. His training had been a satisfying challenge, and he was quickly becoming an expert. As it turned out, the business was exciting – a blend of technology, industry, and, the art of sales.

Just yesterday he had received a call from one of his large customers who was having trouble repairing an expensive piece of equipment. Matt wasn't sure which products to recommend, so he called Rockmount's technical support team. This allowed him to solve the problem, write an order, and leave behind a satisfied customer.



### **Unmatched training.**

No need to come with welding experience. Our extensive training program and our ongoing education opportunities will help you stay on top of the latest product and industry developments.

### **Best products in the industry.**

Our top-of-the-line products match specific applications and appeal to a large, diverse customer base. Because we design our products to be easy to use, customers turn to us again and again to satisfy their maintenance welding needs.

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**Invested in Customer Endeavors**

Matt headed to his next appointment, pleased with the day's work so far. He had already visited a number of customers, making several sales and laying the groundwork for many more. He looked forward to going onsite with his next customer, a state shop that was working on a big bridge repair job. A close view of customer projects gave Matt the insight he needed to sell them the right product.

He liked the opportunity to see industry in action and know that he played a part in keeping things running the way they should. And, thanks to the stability of Rockmount he felt secure that his knowledge – and his success – would continue to grow.



**Accomplished salespeople.**

Representing Rockmount means becoming an accomplished industrial salesperson. Rockmount representatives successfully present a large line of technical products to a wide variety of technically proficient customers.

**Sales proficiency.**

We provide the technical training and knowledge that allow a representative to grow their business and establish a solid reputation in their sales territory. They turn prospects into customers and customers into friends.

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**Generous Rewards for Initiative and Ambition**

Matt enjoyed taking an active role in his customers' businesses and, of course, regularly making sales. Rockmount had been true to its promise that motivated people could provide an excellent living for their families. Within the first month of including Rockmount products in his business, Matt had seen an increase in earnings.

.He realized that by working hard and learning the industry, his business would continue to grow. Best of all, Matt could see himself netting a very large income in the years to come. His previous sales positions had never offered such potential.



**Six-figure incomes.**

Earn without limitations! Independent representatives work in protected territories and have unrestricted capacity when it comes to their account base. Veteran representatives routinely pull in six-figure incomes every year, and we have never cut a territory.

**Long-term partnerships.**

More than 85% of our business comes from repeat sales. It's not just because of the quality of our products. It's also the lasting ties the representative builds with customers, becoming their go-to source for maintenance welding.

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## **Proactive Support from an Experienced Team of Professionals**

It helped that Rockmount was a reliable company, not just the products, but the people, too. From the training and office staff to the warehouse team, they were people Matt could count on, no matter what. When a customer gets what he's supposed to get – when he's supposed to get it- makes selling a whole lot easier.

Rockmount's industry-leading products and technical resources, plus Matt's drive and enthusiasm, combined to give him exactly what he wanted in a business future.

**Matt is just one example of a successful Rockmount representative.**

**To learn more about their stories, or to begin writing your own, please reach out to our website.**



### **Technical and manager support.**

Unlike some organizations, we assist our representatives with whatever they need to flourish in their roles, making sure our large, comprehensive support team is always there to back them up.

### **Lasting satisfaction.**

Those who represent Rockmount are the most satisfied sales professionals in the industry, a testament to the great lifestyle and the opportunities that a partnership with Rockmount offers.

**Unlimited earning capacity.**  
**Rewarding relationships.**  
**Work/life balance.**  
**Life as a Rockmount Representative.**

We work as hard as we play.

**Designed to  
Weld Stronger and  
Last Longer**

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