



Outside Salesperson

Job Description

This Outside Sales position is highly focused on growth in the Iowa and Nebraska area. As we continue growing in these states are looking for a motivated person to help increase sales at current customers as well as find and develop new customers.

Requirements

- Successful sales experience (minimum 2-3 years preferred) in Factory Automation-Pneumatic, Servo motion control, Robotics and/or Industrial controls
- Solution Selling experience is essential
- Experience finding and developing new business
- Ability to build long term relationships at multiple levels for repeat business.
- Excellent prospecting and closing skills
- Must be self-motivated
- Ability to manage time well, prioritize and utilize common business computer programs (Excel, Outlook, CRM, Virtual Communications, etc)
- Must have a strong mechanical aptitude and problem-solving skills
- Strong communication skills- ability to interface with customers at all levels - President to Machine Operators
- Strong listening and comprehension skills
- Professional, well-groomed appearance
- Desire to be successful and put forth extra effort to reach goals
- Must have a vehicle and valid driver's license, travel is required.

Education

2-4 year college degree in Fluid Power, Motion, Engineering or related field preferred. 3 years related technical experience.

Aspects

- Control your own future
- Competitive salary compensation with growth bonuses
- Training will be provided on products, technologies, and other related skills.
- Medical and dental benefits, as well as 401K, Flex, LTD and Life.
- Existing customer base with repeat business
- Supported by inside sales as well as local application technical person.