



Outside Salesperson

Job Description

As an Outside Salesperson you will be responsible for growing sales at new and existing customers by promoting automation solutions in Southeastern Minnesota and the Southwest Wisconsin territory. You will be required to travel, meeting with customers and working with our teams based out of Minneapolis area.

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
- 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 compensation
- 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.