

## Outside Salesperson

### Job Description

This Outside Sales position is highly focused on growth along the I-94 corridor in NW Minnesota and throughout North Dakota. As we continue growing in these states, we are looking for a motivated person to help increase sales of current customers as well as find and develop new customers.

### Requirements

- Successful sales experience (minimum of 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 the 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. Three 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.