***REPORTING RELATIONSHIP & FUNCTIONAL ROLE***

This person reports administratively and functionally to the Director of Sales & Marketing.

This position is a fast-paced, detail oriented, and solution-centered role. Outside salespersons are the core of our company and the driving engine. A successful candidate will be driven, self-motivated, disciplined, and possess a superior level of technical competency. Outside sales are expected to be creative problem solvers, using sound fluid power practices to improve existing designs and innovate new solutions for market.

***REQUIREMENTS & CONDITIONS***

* ***Education:*** Mechanical or Fluid Power Engineering Degree preferred.
* ***Experience:*** 2+ years fluid power design.
* ***Skills, Knowledge, Abilities:*** Knowledge of mechanical and electrical design concepts and manufacturing processes, organize and execute multiple projects concurrently, utilize and manage outside resources to aid in completion of quotations on time, Proficient in MS Word, MS Excel and AutoCAD.
  + Hydraulic Certification, IFPS CFPHS, required within 12 months.
* ***Character Traits:*** 
  + Team oriented and spirited
  + Dependable
  + Integrity
  + Flexible
  + “Can-do” attitude
* ***Physical Requirements:*** Office work, some lifting, climbing. Ability to work in all conditions at various industrial sites.
* ***Working Conditions/Environment:***

***RESPONSIBILITIES AND JOB DUTIES***

***Responsibilities:***

* Assess customer needs: Compile information from the customer. Evaluate and determine what the customer needs and wants. Assess system performance and identify areas for improvement/enhancement. Present products to customers in conjunction best practices.
* Specify products/Design solutions: Work towards a solution to customer issue(s). Make product selections, suggestions, and recommendations. Evaluate the design parameters for the component or system and engineer systems within customer’s guidelines.
* Determine costs and create complete proposals: Work with other departments to create and recommend a system proposal and quotes including quote documentation, structured cost breakdowns, drawings, sketches and other supporting engineering documentation, using existing company tools and processes.
* Service customers via telephone: Resolve customer technical issues.
* Service customers on site: Provide engineering assistance. Train customers on correct use of products. Provide start-up, commissioning, maintenance and troubleshooting assistance when needed.
* Promote technical sales: Encourage the sale of power units, systems and technical applications. Educate and train sales team members, inside and outside. A key metric for this role is the increase in specific manufacturer sales quarter over quarter, and annually.
* Manage products and supplier relationships: Support specific product lines for given areas of primary responsibility.
* Evaluate industry trends and new technology: Attend training, and meetings.
* Mentoring: Must be available to mentor others within the organization on all aspects of management, sales, and system design.
* Protect the company’s IP: All external correspondences must be truthful in nature but must also protect the company’s IP and profit from be poached by others.

Reviewed and Accepted by:

Employee: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Manager: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_