

Sales Engineer

Feb 25, 2020

Flow Products, Incorporated (www.flowprod.com), a leading fluid power products and systems distributor located in Chicago and servicing the mid-western region has an immediate opening for a dynamic and driven outside sales engineer.

Summary: Successful candidate will have a proven track record of selling value, identifying customer pain and promoting products and services offered by the company that meet customer application requirements. Must be an effective communicator, highly customer focused and driven toward achieving results. Experience with hydraulic and pneumatic products is preferred

Requirements:

- Represent Flow Products and its suppliers in a professional manner
- Achieve targeted sales goals within the assigned territory/industry
- Target and qualify prospective companies for Flow Products to establish long term, mutually beneficial relationships
- Improve overall sales performance with a proactive sales plan and specific initiatives that include capturing lost & declining business in existing customer base, increasing wallet share from key accounts and target customers
- Develop knowledge of the customer accounts within the assigned territory/industry. Includes technical requirements, annual production volumes, targeted pricing and competitive analysis
- Maintain customer data base (CRM)
- Effectively communicate with inside sales team to assure market leading service levels
- Be your customer advocate to ensure timely and successful delivery of our solutions according to customer needs
- Ongoing training at key suppliers, tradeshow, webinars
- Provide customer training on products and services
- Communicate progress of monthly initiatives and prepare reports on account status

Education/Experience:

- Knowledge of industrial fluid power products/systems (hydraulic, pneumatic)
- Knowledge of electro-mechanical systems
- Knowledge of motion controls, sensors, AC/DC drives
- A BS/BA degree in business, sales or engineering (mechanical, mechatronics, industrial)
- 5 - 7 years outside sales experience with industrial products
- Excellent listening, negotiation and presentation abilities
- Strong verbal and written communication skills
- Prior sales experience in industrial distribution and OEM's desirable

Company Provided:

- Car allowance and fuel mileage reimbursement
- Technical training program
- Company phone
- Company computer
- Competitive base salary plus commission
- Matching 401K, health care