

OUTSIDE SALES ASSOCIATE

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 associate.

Summary: Successful candidate will be goal driven, assertive and have a desire for long term personal growth. Must excel at identifying customer pain and promoting products and services offered by the company. Be an effective communicator, highly customer focused and driven to achieve sales results.

JOB REQUIREMENTS:

- Represent Flow Products and its suppliers in a professional manner.
- Target and qualify prospective companies to establish long term, mutually beneficial relationships.
- Develop, implement and manage proactive sales plans.
- Grow customer base via active prospecting.
- Reactivate assigned dormant accounts.
- Grow MRO business.
- Increase wallet share with current customers.
- Multiply sales for customers in same market space.
- Maintain customer data base (Salesforce 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.

EDUCATION AND EXPERIENCE:

- College degree preferred (AS, BS, Tech)
- Two years experience directly related to the duties and responsibilities specified

COMPANY PROVIDED:

- Car allowance and fuel mileage reimbursement.
- Product training program.
- Company phone allowance.
- Company computer.
- Competitive base salary plus incentives.
- Matching 401K.
- Health care.