



2626 West Addison St.
Chicago, IL 60618

MAIN: (773) 528-2000
FAX: (773) 528-6474

www.flowprod.com

**Fluid Conveyance – Safety Products - Hydraulics & Pneumatics – Power Transmission – Electrical & Controls – Sensors -
Custom Engineering Solutions**

Job description:

Company Overview

Flow Products, Inc. has over 70 years of experience as a leading distributor of hydraulics, pneumatics, and electro-mechanical systems servicing Chicago and the mid-western region.

Summary

We are seeking an Outside Sales Representative to join our dynamic team in Chicago. In this role, you will play a crucial part in driving our business growth by building strong relationships with clients and providing them with tailored solutions that meet their needs.

Responsibilities

- Develop and maintain relationships with new and existing clients.
- Identify and pursue new business opportunities in the assigned territory.
- Conduct sales presentations and product demonstrations to potential customers.
- Manage the sales process from lead generation to closing deals.
- Collaborate with internal teams to ensure customer satisfaction and timely delivery of products.
- Increase wallet share with current customers.
- Multiply sales for customers in adjacent market spaces.
- Maintain customer data base (Salesforce CRM).
- Analyze market trends and competitor activities to inform sales strategies.
- Prepare regular reports on sales performance and forecasts.
- Attend industry events and trade shows to promote our products.

Qualifications

- College degree or trade school preferred (AS, BS, Tech).
- Two years minimum experience in an industrial environment.
- Knowledge of hydraulics and pneumatics a plus.
- Two years minimum outside sales experience.



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- Strong understanding of B2B sales processes and account management.
- Excellent negotiation and communication skills.
- Familiarity with CRM software, preferably Salesforce.
- Ability to work independently and manage time effectively.
- Strong analytical skills to assess market opportunities.
- A results-driven mindset with a focus on achieving targets.

Job Type: Full-time

Benefits:

- 401(k)
- 401(k) matching
- Cell phone reimbursement
- Dental insurance
- Health insurance
- Mileage reimbursement
- Paid time off
- Paid training
- Travel reimbursement
- Vision insurance

Work Location: In office