

Do you want your work and ideas to be recognized?

Come work with us – we will empower you to make decisions, ask you to focus on continuous improvement and implement your innovative ideas.

Come work where you are not just a number!

At Actuant your contributions are visible and opportunities for expanding your knowledge are unlimited.

Grow, Improve and Engage

Actuant’s guiding values and vision can only be achieved by hiring top talent. Come join a global company that has a motivated, customer-oriented, and continuous improvement focused workforce.

In return for your contributions to achieving our vision – you will be rewarded for your performance, have access to virtual and hands on learning and development opportunities and have the potential for career growth.

To learn more about the exciting reasons to work at Actuant click on the links below:

[Company Video](#)

[Our Leadership Team](#)

[Fact Sheet](#)

[Community Outreach](#)

We are currently looking for May 2017 college graduates with a concentration in Sales for our Sales Management Development Program (SMDP). The SMDP is designed to attract, recruit and develop the best to become our future sales leaders. Our business diversity offers rotations in industrial, commercial and retail sales and provides exposure to solid business and product knowledge along with the tools and skills to assess customer needs and deliver valuable solutions.

The diversified sales leadership program will allow you to experience:

- Rotations in different businesses in two or more Actuant Segments which include Industrial, Energy or Engineered Solutions.
- An assigned mentor in addition to high visibility and interaction with leadership team members.
- Formal networking opportunities.
- Training in Actuant’s LEAD (TM) process improvement technologies.

Some examples of rotations follow:

(The specific responsibilities within each assignment may vary based upon the immediate needs of the business.)

Sales Representative: This position is responsible for the development and implementation of a strategic marketing plan to increase the sales and profitability of our OEM products. Typical key responsibilities include:

- Develop, manage and grow sales with OEM accounts
- Identify and develop a 'funnel' for prospects in existing and new accounts
- Collaborate with sales and engineering to promote and support new products and applications
- Create and deliver sales presentations in various formats.
- Prepare quotes and proposals.
- Develop and support strategies
- Contribute as sales team member; serve as a resource for enterprise in regards to customers and markets
- Establish, maintain, and continually improve sales metrics

Inside Sales Representative: This position is responsible for the support and growth of assigned accounts utilizing a "team selling" approach with the Field sales Force. This position manages the sales lead program and maintains/improves process for reporting, qualifying and tracking of sales leads. Typical key responsibilities include:

- Generate growth in assigned distributors through outbound call efforts
- Support the field sales force in a Team Selling approach with assigned distributors
- Enhance relationships with assigned distributors
- Formulate and aggressively execute creative phone-oriented sales strategies
- Respond to inbound telephone and e-mail inquiries
- Manage the sales Lead process including updating database, literature fulfillment and lead/activity report
- Work lead opportunities through closure where possible per assignment
- Assist the business in executing various other special projects as necessary, according to instructions and specific parameters

Territory Manager: This position provides overall sales growth and penetration with end user customers and distributors in the marketplace. Typical key responsibilities include:

- Manage a distribution network
- Responsible for annual sales targets and sales growth
- Responsible for the effective promotion of assigned products
- Maintain current knowledge of the marketplace through regular contact with customers and distributors
- Continuously evaluate effectiveness of distribution network
- Produce an annual sales plan encompassing all strategies pertinent to territory growth

Job Requirements:

- Undergraduate degree from an accredited university.

- Majors: Business Administration, Engineering, Management, or other business majors with a Sales focus.
- Demonstrated strong academic performance; cumulative GPA of 3.2 or higher on 4 point scale.
- Geographic mobility throughout the program duration is a **requirement**.
- Demonstrated leadership through work experience, campus activities and/or community service.
- Must complete and pass a background check and drug screen as a condition of employment.
- Able to work in the United States without sponsorship now or in the future.

What qualities do we look for in SMDP candidates?

- Mature and professional demeanor.
- Effective communication skills, both verbal and written.
- Ability to cultivate relationships.
- Critical thinking, problem solving and analytical skills.
- Ability to work as an integral part of a team, and work independently or with minimal direction.
- Adaptability, quick learner.
- Positive attitude.
- Results-oriented.

Next Steps?

Would you enjoy working in our dynamic environment? Are you looking for an opportunity to become part of an ambitious team of sales professionals? If yes, apply online today at www.actuant.com/careers under college relations opportunities for our Sales Management Development Program.

Equal Employment Opportunity Statement

Actuant is an Equal Opportunity Employer and does not discriminate against any applicant on the basis of race, color, religion/creed, national origin, gender, or sex, marital status, age, disability, use of a guide dog or service animal, sexual orientation, military/veteran status, genetic information, or any other status protected by Federal or State law or local ordinance. Accordingly, opportunities for employment and promotion are open to all qualified applicants on the basis of their experience, aptitude and ability.

Actuant will only employ those who are legally authorized to work. Any offer of employment is conditioned on the successful completion of a background investigation and drug screen.