



igus Bearings, Inc Job Description

Job Title:	Outside Technical Sales
Department:	Dry-Tech or Energy Chain Systems
Immediate Supervisor:	Regional Sales Manager
Direct Reports:	Division Manager
Employment Status/FLSA:	Exempt
Employment Classification /EEO Category:	Sales Worker

GENERAL DESCRIPTION:

The purpose of this position is to work with the local Regional Sales Manager to develop relationships with customers within their assigned territory through the promotion and selling of the company's products. This position requires exercising independent judgment to perform the responsibilities described herein and does require routine daily travel.

RESPONSIBILITIES:

- Application engineering and product design assistance for new and existing customers
- Maintaining existing customers while prospecting and finding new customers
- Creating and delivering customized sales proposals
- Making customer visits, 3-4 days of local travel per week
- Routine sales travel to visit new and existing customers to acquire and retain customers, ascertain current needs and generate additional sales
- Identify and properly qualify new business opportunities using available resources
- Keep management and sales team members informed of all relevant activity
- Provide customer support by responding to customer inquiries and requests
- Ensure that databases are current and updated with accurate customer information
- Routinely pull and reference system reports for additional sales opportunities
- Execute timely preparation of all expense reports and assigned projects

PHYSICAL DEMANDS:

- Ability to sit for prolonged periods of time, including as a driver or passenger in an automobile
- Ability to utilize a computer keyboard, tablet and cell phone for prolonged periods of time
- Ability to visit and move around work sites, including the ability to maneuver in tight or small places
- Ability to lift, carry, and otherwise transport work-related materials that frequently weigh up to 25 lbs. and that may occasionally weigh in excess of 25 lbs.



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REQUIREMENTS:

- Bachelor's degree, preferably in Business or Engineering
- U.S. citizenship and an active security clearance or the ability to obtain and maintain such clearance are required for this position, due to customers' access/clearance requirements
- A valid driver's license and proven safe driving record
- One to two years of technical sales experience (Inside sales / Tele-Sales or Face to Face Sales) is preferred, but not required
- Strong technical skills: able to present technical concepts; provide customers with hands-on technique using our products
- Self-motivated, team focused and results driven professional who wants to be part of a fast paced, growing organization
- Aggressive and competitive nature to drive sales growth
- Familiarity with an industrial and/or manufacturing environment is a plus
- Strong presentation, organizational, and time management skills
- Demonstrated track record of consistently exceeding goals as well as strong negotiation and closing techniques
- Outstanding verbal and written communication skills
- Proficient in the use of MS Office
- Ability to travel within United States and Europe

DISCLAIMERS:

This job description indicates the type and level of work performed as well as the typical responsibilities of employees in this classification. The duties described are not to be interpreted as being all-inclusive to any specific employee. Management reserves the rights to add, modify, change or rescind the work assignments and to make reasonable accommodations so that qualified employees can perform the essential functions of the job. Nothing in this job description changes the at-will employment relationship existing between igus Bearings, Inc. and its employees.

SIGNATURES

I have read this job description and fully understand the responsibilities. I understand that this job description is to be used as a guide and that I will be responsible for performing other duties as assigned. I further understand that this job description does not constitute an employment contract with igus Bearings, Inc.

Date

Employee Signature

Employee Name