



11/02/2009

OUTSIDE TECHNICAL SALES (ACCOUNT REPRESENTATIVE)

Power/mation, a nationally recognized distributor specializing in advanced automation hardware and software products, is seeking an experienced Outside Technical Sales (Account Representative) to increase sales revenue in our Chicago area branch.

The primary responsibility is to professionally provide innovative solutions to customers resulting in the development and growth of customer accounts. Establish long term business relationships through consultative selling of high tech automation products and services by working directly with our manufacturing customers to assess and solve their automation application needs with our products.

Grow sales at profitable margins and sell a well-balanced mix of product lines within the following technology categories:

1. Logic Control
2. Motion Control
3. Panel Components
4. Power Transmission
5. Safety
6. Sensors
7. Services
8. Software
9. Vision

Plan and conduct customer sales calls, assess customer automation needs, prepare customer quotes, close orders and follow up on all related activities.

Provide coverage of assigned accounts and build strong relationships with new and existing customers identifying and responding promptly to their needs.

Keep customers informed of available products, anticipating their needs. Introduce new products to customers.

Continually acquire deeper knowledge of Power/mation products, and enhance sales and presentation skills. Attend related training sessions.

COMPANY/BENEFITS INFORMATION:

Please see www.powermation.com for more information on our company and to access the list of product offerings. In addition, you will find a list of company benefits including medical and dental plan, health savings account, life insurance, long term disability, health and dependent care reimbursement accounts, 401k, discretionary profit sharing plan, paid time off and paid holidays including birthday and service anniversary.

REQUIREMENTS:

Power/mation is seeking a self-motivated, high energy sales professional who possesses proven customer relations/ outside sales skills and technical automation problem solving capabilities. The ideal candidate will have a strong technical background coupled with a focused sales drive and at least 5 years outside sales experience in the automation industry.

Knowledge of mechanical and electrical systems related to the automation industry and comparable Power/mation product lines such as drives, motors, sensors, PLCs, etc. (See the product listing on <http://www.powermation.com>.)

Interest in using your technical knowledge and relationship building skills to sell and manage a sales territory, ability to work independently, possess excellent organizational, communication and time management skills.

Ability to travel to offsite business and customer locations.

Bachelors in Mechanical or Electrical Engineering or Industrial Technology desirable.

Qualified individuals may send their cover letters and resumes to: careers@powermation.com.