

Sales Rep - Outside Sales – Account Manager

Territory available: TBD

Job Requirements:

BS degree with a strong technical content or minimum five years industry related sales experience.

Experienced technical sales professional with sound business judgment along with above average oral and written communication skills. Superior knowledge and practice of basic selling skills and successful sales track record. Technical background, high aptitude and ability to comprehend our client's problems, challenges and business. Specifically in the areas of Automation, Control, Vision, Motion and their applications. Strong PC skills including working knowledge of Outlook, MS Word, Excel, PowerPoint.

(Entry level positions are also available with lower requirements)

Job Description:

Responsible for the development of profitable new business and the maintenance of existing business within assigned accounts.

Regularly make sales visits to accounts within the territory, utilizing their technical expertise and superior selling skills to convince customers to specify and purchase automation, control, vision, and motion controls products and systems.

Candidate must be able to recognize the industries and applications where our products can be utilized. Must be motivated and effective at getting appointments to see the appropriate contacts at the client to position us for effective sales calls. Candidate should possess a healthy curiosity such that they are naturally inquisitive and interested in our clients and their business. They should be comfortable and skilled asking good questions discovering the real needs of our client. The ideal candidate is an excellent communicator, has a high sense of urgency, is thorough and organized, pays attention to detail and is a very good listener especially when interacting with clients. He or she should possess the necessary skills to develop a compelling formal proposal and close the deal or project contract. Must also recognize when to use the help of others and in some cases, turn it over to a more qualified person.

Principal Responsibilities:

1. Achieve annual gross profit objectives
2. Generate profitable new business from existing and new accounts
3. Maintain existing business
4. Maintain high degree of technical competence in products and their applications

About Applied Controls:

We maintain a full staff of inside sales, customer service and application engineers with inventory and value added services. Fee based services are available to provide turnkey integration, start up, training, field service and any other services necessary to insure a successful project. We provide a base salary with a monthly commission, bonus, 401K, benefit plan, car allowance, phone allowance, and expenses.

For more information visit our website: www.appliedc.com

Apply to: salesmanager@appliedc.com