



POSITION TITLE: Outside Sales
REPORTS TO: Sales Manager

BASIC FUNCTION: To enhance the profitability and market share of DE and our products through maintaining and increasing product sales. Stay abreast of customers' and prospective customers' fluid power needs or requirements in order to seek out, enhance, and follow through on all potential outside sales opportunities. Ensure communication between DE and customers is fluent, accurate and seamless in order to assure customer satisfaction.

SPECIFIC DUTIES:

- Increase sales within assigned territories
- Maintain a high level of knowledge regarding DE line card products, product specifications and potential applications for customer presentation, application assistance, and trouble shooting
- Maintain open communications with customers and potential customers regarding their product and service needs for current as well as future applications
- Prepare quotes and develop solutions to meet customer requirements for fluid power circuits, automation, controls, and safety applications
- Actively research sales territory with NAICS data, SIC codes, and competitive data to generate valuable corporate information and sales leads
- Attain and maintain certification through the Fluid Power Society and other professional organizations as necessary
- Constantly monitor and present ideas to increase and improve sales of DE product lines; participate in industry or sponsored trade shows
- Record, analyze and report sales information from customer lead/contacts database ("TDF")
- Maintain confidential documents regarding customer costs, pricing and contracts
- Act as liaison with internal or external audiences to promote sales
- Special projects as assigned, including but not limited to market research and education
- Make recommendations and suggestions that promote continuous improvement
- Follow all policies and procedures with respect to company systems, practices and information sharing

REQUIREMENTS/QUALIFICATIONS:

- Strong communication, interpersonal, and teamwork skills
- Highly organized and attentive to detail
- Ability to multi-task and routinely meet deadlines
- Working knowledge of MS Office software products
- Ability to work independently with organizational skills, time management, and prioritization
- High School diploma required; business degree or certification preferred
- Industrial experience with customer service and/or order management preferred
- Strong mechanical aptitude preferred
- Information technology and/or CAD experience preferred