

OPEN POSITION: Technical Sales Representative

Entry Level, Outside Sales Position

JOB SUMMARY:

Responsible for the sale of Van Gorp products in a specified region or major geographical area. This position sells the Company's products and services using technical, organizational, and customer knowledge to influence customers and assist them in applying the products/services to their needs. In addition, the position provides input and participates in the marketing, market planning and technical development of products and services.

JOB DUTIES:

- Determining market strategies and goals for each product and service as well as trends and government regulations.
- Obtaining and coordinating data/information from staff and member groups.
- Researching and developing lists of potential customers.
- Doing market research to determine customer needs and providing information to other staff.
- Evaluating product and service marketability in terms of customers' technical needs.
- Following up on sales leads and developing leads.
- Maintaining up-to-date understanding of industry trends and technical developments that effect target markets.
- Establishing and maintaining industry contacts that lead to sales.
- Working with marketing, sales support and staff to establish a communication path with the customer to ensure sales opportunities for products and services.

Develop and deliver sales presentation and close sales in a professional and effective manner by:

- Developing sales and marketing proposals for customers on technical products and services.
- Developing technical presentations and workshops.
- Making regular sales calls to develop relationships and follow up on leads.
- Meeting established sales quotas. Participate in sales forecasting and planning in an effective manner by.
- Researching, developing and maintaining long and short range sales and marketing plans.
- Producing regular reports and final plans for Manager's approval.
- Maintaining an up-to-date awareness of strategic plans and procedures to coordinate market plans.
- Monitoring, analyzing, and communicating sales data.

Develop and maintain communications in a cooperative and professional manner with all levels of staff and customers by:

- Communicating openly, honestly and constructively.
- Treating all employees and customers with dignity, respect and courtesy.
- Taking responsibility for and making every effort to resolve communication, trust and respect concerns and problems.

- Asking for information needed to perform job responsibilities.

Adhere to ISO 9001 Standards. Follow company Ethics and Environmental Programs. Follow State and Federal Environmental Compliance Programs. Perform other job-related duties and responsibilities as may be assigned from time to time.

JOB SPECIFICATIONS

- Three plus years of sales experience in the material handling industry or a four-year degree in business/marketing.
- Excellent oral and written communication skills including formal presentation skills before both small and large groups.
- Demonstrated ability in problem solving and negotiation with special emphasis on closing the sale.
- Experience managing large territories.
- A demonstrable capacity to keep abreast of new industry trends.
- Computer skills necessary.

Send Resume to hr@vangorp.biz

Or Apply in Person at:

Van Gorp Corporation
1410 Washington St.
Pella, IA 50219

A post offer criminal background check, physical and drug screening are required. Van Gorp Corporation is an Equal Opportunity Employer.