

Western Integrated Technologies

MECHANICAL • FLUID POWER SYSTEMS • ELECTRICAL



Account Manager – Fluid Power Sales

Looking for that position where your effort truly makes an impact? Here's your opportunity to join a rapidly expanding company in the fluid power and motion control industry. You will be responsible for developing and building your own client business while working closely with our expert support team to strengthen existing client relationships. Within a year your territory will be experiencing strong growth and you will be developing strategies to increase market share and sales by 10 to 20%. Join our team and be a key factor in making you, and us, a leader in the industry.

Western Integrated Technologies (WIT) is a full line distributor of mobile and industrial hydraulic, fluid conveyance, and automation products. Since 1969, WIT has supplied custom-engineered solutions to many industries such as power generation, aerospace, on and off-road truck, and agricultural. WIT is a manufacturer and integrator of fluid power, electrical, and mechanical systems incorporating the latest software and controls. Our successful candidate will have industrial or mobile systems sales experience, be mechanically inclined and understand both mechanical and electrical systems with hands on experience.

- You will be responsible for maintaining direct sales and engineering contact with select accounts.
- You will be expected to grow sales while simultaneously enhancing margins. To do this will require you to increase market diversity.
- You will develop and maintain a detailed database of customer system requirements.
- Working with clients you will develop a business plan detailing a step by step approach to greater product and system capture.
- You will maintain a weekly report detailing both new and ongoing sales opportunities.
- 70% of your time and effort will be spent directly involved in sales activities with the balance on planning related activities.

Preferred Background Experience:

- Fluid Power (hydraulic and pneumatic) application and/or industrial sales experience.
- A documented personal sales process.
- Proposal and client presentation writing and deploying.
- The ability to excel at details, multi-tasking, and working under pressure.
- You must have experience in the use of MS Word, Outlook, Excel and PowerPoint.
- Mechanical, electrical and programmable controllers experience a plus.

Minimum Educational Requirements

- Bachelor Degree, some college, or equivalent experience in fluid power.
- Fluid Power Sales experience is preferred.

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Supervisory Responsibilities: No
Salaried/Hourly Position: Salaried
Amount: DOE
Reports to: General Manager
Traveled Required: Yes
Training Opportunities: Lunch and Learn/Product Training

We will reward your hard work and achievements with a competitive compensation package.

WIT offers a comprehensive benefit package (medical, dental, disability and life), Wellness Program and 401(k) plan with company matching.

- Principals only. Recruiters please don't contact this job post.
- do NOT contact us with unsolicited services or offers