



Inside Sales – Fluid Power Sales

A leading industrial technology distribution company is looking for an Inside Sales Representative

Are you looking for the best next move in your career? Do you want to work for a Company that pledges and provides a working environment which allows each member of our team the opportunity to reach his or her full potential through responsibility, training, education, recognition, and reward? Do you want to work for a company that uses their people as strategic drivers to deliver strategic outcomes? Well, look no further....we are a leading industrial technology distribution company and we want YOU to join our team and become 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.

Minimum Educational Requirements

1. Bachelor Degree, some college, or equivalent experience.

Supervisory Responsibilities:	No
Salaried/Hourly Position:	Hourly
Amount:	DOE
Reports to:	General Manager/ Inside Sales Manager
Traveled Required:	Occasionally for training purposes (less than 1%)
Training Opportunities:	Lunch and Learn / Product Training / WIT Learning Systems

Required Qualifications:

1. Previous Customer Service and Sales Experience in the Fluid Power Industry.
2. Excellent organizational skills (oral and written).
3. Must have experience with MS Word, Outlook, and Excel.
4. Mechanically inclined and technically competent.
5. Ability to multi task.

Typical Job Duties:

1. Maintain direct contact with all customers and vendors
2. Must be available for all customer calls

Western Integrated Technologies

MECHANICAL • FLUID POWER SYSTEMS • ELECTRICAL



3. Process sales paperwork so customer shipments can be processed timely by the warehouse team
4. Process paperwork in a timely manner
5. Must follow established company pricing.
6. Maintain and submit monthly MBO.
7. Must gain thorough product knowledge of specific product lines.
8. Monthly review of outstanding customer orders for all key customers and any key component inventory requirements.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

We will reward your hard work by offering a comprehensive salary, benefit package (medical, dental, vision, disability, cafeteria plans, and life). We have an Employee Assistance Program (EAP), Wellness Program, tuition reimbursement, generous PTO plan along with a paid day off for your birthday. We also offer a variety of training programs.

WIT offers a 401(k) plans through John Hancock (Pretax or post tax) with company matching.

Western Integrated Technologies is an Equal Opportunity Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, gender identity, sexual orientation, age, disability, military status, or national origin or any other characteristic protected under federal, state, or applicable local law.

Physical Demands: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand; walk; use hands to handle or feel; and reach with hands and arms. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

We are a Company that believes in developing our people. We are deeply invested in the success of our employees and continually provide innovative career building opportunities. Our employees believe in our Company and love the environment. **Make this the next step in your career and apply today. Please e-mail your resume and cover letter to jmerritt@westernintech.com. We look forward to learning more about you and will respond to qualified candidates.**

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