

Account Representative (Outside Sales)

COMPANY HISTORY

Power/mation is a nationally recognized distributor specializing in advanced automation hardware and software products. We help our customers improve their manufacturing processes by assisting them in the application of unique automation solutions in the following technology areas: motion control, logic control, software, sensors, vision, safety, power transmission, panel components and services.

Power/mation began in 1961 and has grown to locations within Minnesota, Wisconsin, Illinois, Iowa, Nebraska and the Dakotas. For more information, please visit our web site at www.powermation.com.

Primary expectations of an Account Representative are to sell Power/mation distribution product lines in assigned account base and develop new accounts by planning and performing sales calls, assessing customer needs, preparing quotes, closing orders, and following up on all related activities. The ideal candidate will have related technical sales experience (automation preferred) with strong technical problem-solving capabilities, Engineering/Technical degree related to mechanical, electrical, science, factory automation and/or equivalent technical experience related to Power/mation product lines preferred. Additionally, it is strong plus if the individual has successfully completed Power/mation's Technical Sales training program.

Knowledge, Skills and Abilities required for this role are:

- Knowledge of mechanical and electrical systems in order to assist customers in specifying products.
- Knowledge of comparable Power/mation product lines in order to communicate product information.
- Ability to work independently in order to effectively focus efforts to achieve maximum productivity and results.
- Good listening, written and verbal communication skills in order to communicate product features and benefits to customers.
- Problem solving abilities in order to provide correct solutions for customers.
- Organizational skills and time management in order to ensure accounts are covered in an efficient manner.
- Ability to travel to offsite business/customer locations.

BENEFITS

Medical and dental plan, life insurance, long term disability, health and dependent care reimbursement accounts, 401k with company match feature, discretionary profit-sharing plan, educational assistance, paid time off, paid holidays including birthday and service anniversary.

Qualified individuals may send their cover letters and resumes to marylou.groberski@powermation.com



Power/mation®

Providing innovative automation solutions with exceptional customer service.

Equal Opportunity Employer