

Account Representative

Power/mation is seeking an Account Representative to cover our Twin Cities territory. 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.

KNOWLEDGE, SKILLS, AND ABILITIES:

- 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.
- Written and verbal communication skills in order to communicate product features and benefits to customers.
- Listening skills in order to ascertain customer needs.
- Problem solving skills 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.

Qualified individuals may send their cover letters and resumes to:

marylou.groberski@powermation.com



Providing innovative automation solutions with exceptional customer service.

Equal Opportunity Employer