



CONVEYOR HANDLING COMPANY

Material Handling Solutions That Work

Material Handling Systems Sales Engineer (Technical Industrial Outside Sales Representative)—Entry Level

Conveyor Handling Company, a leading material handling systems integrator, is currently hiring entry level sales engineers (technical industrial outside sales representatives). We are looking for a highly motivated individual who will be responsible for working closely with customers to design and implement automation, conveyor, material handling, and storage solutions for manufacturing and distribution applications.

This position will be based in our headquarters, located between Baltimore, MD and Washington, DC. An engineering or technical degree, along with material handling industry, and outside sales experience is preferred, but not required. Full training will be provided.

Sales engineers are responsible for establishing and maintaining customer relationships within the assigned territory, and calling on new and existing accounts, with the goal of creating sales growth within the region. This position offers an independent work environment with necessary training and support and offers a competitive compensation and benefits package as well as an atmosphere to promote personal and professional growth. The preferred candidate must be an effective communicator, team player and have a strong desire for success.

The successful candidate must be:

- A high-energy self-starter inspired by unlimited income potential
- Self-motivated to establish and build the geographic territory
- Be able to maximize sales through relationship building and problem solving

Responsibilities:

- Generate profitable revenue growth through implementing and achieving sales objectives
- Project management
- Develop and maintain relationships with new and existing customers to ensure high customer satisfaction, positive long-term relationships and repeat business
- Accurately report activities within the required timeframe set by the Sales Manager
- Accurately maintain necessary records and files required by the company
- Cold calling and canvassing of assigned territory

Qualifications:

- Strong relationship building and closing skills
- Technically and mechanically minded
- Able to effectively assess customer needs, present products and solutions, and close sales
- Excellent verbal, presentation and communication skills
- Able to self-start and work independently, in a fast paced environment
- Effective at time management and multi-tasking
- Willingness and ability to prospect new business, build repeat business, and manage a territory
- Proficiency with personal computers, Internet, PowerPoint and Microsoft Office
- AutoCAD or other design software experience is preferred but not required
- Reliable transportation and current driver's license
- Sales experience preferred, but not required