

M. G. NEWELL CORPORATION

JOB DESCRIPTION

JOB TITLE: Sales Representative

DEPT: Outside Sales

SUPERVISOR: General Manager

PRIMARY PURPOSE:

The primary purpose of this position is to profitably grow the sales of the company in an assigned territory.

LOCATION: Northwest Ohio and Southeast Michigan

We seek a professional sales representative with a background in Industrial Sales, preferably with equipment experience relating to food and/or fluid processing, i.e. dairy, beverage, food or the bio-pharma industries. The incumbent will have responsibility for working with customers, engineering firms and contractor representatives to design and cost projects and hygienic equipment. Responsibilities may also include assisting with start-ups, installs and training on assigned projects and equipment.

JOB DUTIES:

- Establish and maintain professional relationships with appropriate customer personnel in assigned territory or assigned accounts.
- Present product lines of vendors we represent to customers.
- Secure orders from existing and potential customers by means of visiting the customer facility, and contacting by telephone, email or social media.
- Solve customers' problems.
- Work with engineering department on project proposals.
- Work with supervisor to develop annual sales plan, by major account, for territory.
- Submit reports as required by supervisor regarding activities with customers and activities or problems concerning customer/vendor relationships.
- Continue development of technical knowledge to better help our customers.
- Perform other related duties as appropriate.

REQUIRED SKILLS, EDUCATION AND REQUIREMENTS:

- Bachelor's Degree Required
- 4-6 years of outside sales or plan experience

- Willing to travel 35% +/- of the time
- Must possess strong verbal and written communication skills
- Must be detail-oriented, mechanically inclined and possess the ability to develop creative solutions to customer processing requirements

M. G. Newell Corporation has been in business for over a century providing sanitary process components and integrated process systems to the food, dairy, citrus, beverage, pharmaceutical and personal care industries. With divisions in Greensboro, North Carolina; Louisville, Kentucky, and Nashville, Tennessee, our services extend to the Mid-West, MidAtlantic, and Southeastern United States.

M.G. Newell is an Equal Opportunity employer and will consider all qualified applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, age, protected veteran status, or disability status.

Learn more at www.mgnewell.com