Job Description: Industrial Equipment Sales

Handling Systems, Inc., a leading provider for electric overhead cranes, hoists, monorail systems, and peripheral material handling equipment is currently taking applications for a sales position to expand our existing territory.

Since 1961, Handling Systems, Inc. has provided quality solutions, equipment, and service to manufacturing and industrial processing end users throughout the Midwest. Our current and projected growth rate requires an expanded sales force.

Successful applicant will be responsible for;
- Developing, Managing, and Increasing sales of new equipment, parts, and service to existing accounts and developing new accounts, through face to face consultative contacts.
- Servicing clients by providing detailed analysis of their material handling requirements, and using knowledge gained through training,
- Work closely with ownership, established sales personnel, and service department to provide the best possible overall experience for the client,
- Respond in a professional manner with appropriate appearance to customer's concerns, and follow up actions to ensure customer satisfaction,

Compensation
This is a commission sales position with no restriction or cap to your earnings
Base pay during on the job training, and training through vendors
PPO Health Insurance
401(k) Retirement Plan

Qualifications
- Be self motivated, detail oriented, and well organized, with math and excellent communication skills,
- Bachelors degree in Business, Marketing, Supply Chain Management, or Technical background desired, but not mandatory
- Ability to establish and nurture individual client relationships,
- Strong 3-dimensional awareness required for assessment of client's project work area,
- Willingness and availability for some travel,
- Experience with Microsoft Office; Word, Excel, Outlook, and Power Point
- Sales experience and or project management experience would be beneficial, but not required.

For consideration, send resume to: cmckern@handlingsys.com