



## Job Description & Performance Standard

Opening Effective: 10/15/2011

<b>Job Title:</b>	Outside Sales Account Executive
<b>Location:</b>	Hartland, WI
<b>Department:</b>	Mobile Division
<b>Reports To:</b>	Vice President – Mobile Division
<b>Supervises:</b>	n/a

### Purpose of Job:

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This position is a senior level outside sales position for the Mobile division of Price Engineering Company. This position will be required to maintain a targeted sales focus on select accounts in accordance with PEC sales business plans. The individual will service both existing and targeted potential customers. Experience in sales to OEM's, Users and Integrators is required. Industry knowledge in Agricultural, Turf Care, Mining and Marine industries a plus.

### Candidate Attributes:

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This individual should have many of the following attributes:

- History of sales growth and performance.
- Skilled at handling complex commercial sales situations.
- Technically trained in fluid power and fluid power automation principles.
- Understanding of CAN and Telemetric control technologies
- Strong Mobile market knowledge.
- Able to assist customers in developing solutions for Mobile applications.
- Strong business relationship skills.
- Experience in system or capital equipment sales.
- Superior time management skills
- Self-motivated, energetic.

The candidate will be called upon to orchestrate all resources of Price Engineering and all represented fluid power manufacturers in order to solve customer applications.

Strong ability to sell all Price Engineering has to offer.

### Work Environment:

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- Home office required

### Requirements:

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- Education:**
- BS in Mechanical or Electrical Engineering, Fluid Power or Electrical Engineering and/or BBA in Business





**Licenses/Certificates:**

- Certification in one or several International Fluid Power Association disciplines a plus.

**Skill and Experience**

- 5+ years Mobile Technical Sales Experience.
- Experience in sales, application, and engineering utilizing general purpose hydraulic and pneumatic products.
- Historical track record in sales growth.
- Knowledge of various communication platforms such as CAN, CANopen, C++ or CoDeSys a plus.

**Expectations:**

- Generate consistent year over year territory growth.
- Proactively develop new customers.
- Actively follow up any assigned sales leads.
- Understand your market and base product technologies. Attend all required vendor meetings and training.
- Attend workshops, trade shows, and seminars to keep up-to-date on changes in the industry.
- Develop and maintain a monthly opportunity list and communicate same to divisional V.P.
- Develop a yearly business plan and forecast.

**Physical Demands:**

- Ability to travel by car and by airplane including overnight stays. Overnight travel expected to be no more than 10%.

**Contact:**

[HR@priceeng.com](mailto:HR@priceeng.com)

**Background Checks:**

**Pre-Employment**

**Post-Employment**

**Credit Checks:**

**Pre-Employment**

**Post-Employment**

**Drug Testing:**

**Pre-Employment**

**Post-Employment**

**Other:**

**Pre-Employment**

**Post-Employment**

*The above statements are intended to describe the essential functions and related requirements of persons assigned to this job. They are not intended as exhaustive list of all job duties, responsibilities and requirements.*

