



# CONVEYOR HANDLING COMPANY

## Material Handling Solutions That Work

### **Material Handling Systems Sales Engineer** (Technical Industrial Outside Sales Representative)

Conveyor Handling Company (CHC), one of the nation's leading material handling systems integrators, is currently hiring sales engineers (technical industrial outside sales representatives) to cover territory in the Greater Mid-Atlantic region. This position will be based in our headquarters, located between Baltimore, MD and Washington, DC. At least 2 years of successful outside sales experience to manufacturing plant or distribution warehouse facilities is required, with material handling industry outside sales experience preferred. We would consider a remote based position to cover another geographic region, for the right candidate with significant material handling systems sales experience, a strong track record, and existing customer base.

We are looking for a highly motivated individual responsible for establishing and maintaining customer relationships within the assigned territory; 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 successful candidate must be:

- A high-energy self-starter inspired by unlimited income potential
- Self-motivated to grow sales in their territory
- Be able to maximize sales through relationship building and problem solving.

The preferred candidate will have a college degree or relevant experience in either a technical or business discipline. Candidate must be an effective communicator, team player and have a strong desire for success.

#### **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
- Track record of success in business-to-business sales with industrial clients
- 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
- Willingness and ability to prospect new business, build repeat business, and manage a territory
- Proficiency with personal computers, Internet, PowerPoint and Microsoft Office
- Reliable transportation and current driver's license
- Industrial outside sales experience required