

Outside Sales Representative

NOR-CAL CONTROLS:

- An innovator in Electro-Pneumatic Automation Technology
- A world class distributor representing the finest suppliers in the industry
- We proudly offer a complete line of electronic, pneumatic, vacuum, and robotic components covering Northern and Southern California, Nevada, and Arizona
- We provide complete automation solutions for all industrial applications and medical technologies
- We offer a wide range of added value services such as:
 - Components Assembly
 - Sub-Assemblies
- Our Team can assist in all phases of development and implementation
- Excellent customer relations
- Competitive pricing
- Prompt delivery
- We are a fast growing company
- We are proud to be an ISO 9001 registered company.
- Please check out our website at: www.norcal4air.com

JOB SUMMARY

- Immediate opening for an Outside Silicon Valley Sales Position
- Responsible for all sales activities.
- Well-established territory in the Counties of San Francisco, San Mateo and Santa Clara
- Suited for a sales professional with experience in selling:
 - automation products
 - pneumatic products/compressors
 - vacuum equipment
 - component assemblies
- Primary function is to profitably sell the company's products and services
- Responsible for business-to-business development and recurring management of customer relations
- Responsible for identifying and calling on prospective customers within a defined territory

CANDIDATE REQUIREMENTS AND DESIRED CHARACTERISTICS

- Prefer 3 to 5 years of experience in mechanical/technical sales
- Meet or exceed sales and profit goals
- Identify opportunities for increased penetrations with existing customers
- Identify new business opportunities
- Traditional direct sales activities include:
 - Prospecting
 - Cold calling
 - Preparing proposals/quotes
 - Qualifying leads
 - Locating decision makers
- Must speak English; bi-lingual is a positive plus.
- Minimum Associates Degree required, but a Bachelor's Degree is preferred.

POSITION HIGHLIGHTS

- 36 YEAR OLD DISTRIBUTORSHIP (ISO 9001:2015 REGISTERED)
- PREMIER PRODUCT LINES (Thomas Ind., Bimba, Mead, Epson Robots, Wilkerson, Firestone, Versa, Asco, Dorner, Origa, Legris, Ross, Turn-Act, Pisco, TPC, to name a few)
- OUTSTANDING CAREER OPPORTUNITY
- EXPERIENCE IN MOTION CONTROL AUTOMATION, PNEUMATICS, VACUUM, ROBOTICS AND A PLUS
- GENEROUS COMPENSATION PACKAGE WITH AUTOMOBILE ALLOWANCE
- Interested candidates may submit cover letter and resume

Job Types: Full-time, Commission

Salary: negotiable

Experience:

- Sales: 3 years (Required)
- mechanical/technical sales: 3 years (Required)

Education:

- Associate (Required)

Language:

- English (Required)

Benefits offered:

- Paid time off
- Health insurance
- Retirement benefits or accounts
- Commuting/travel assistance
- Interested candidates may submit cover letter and resume to sales@norcal4air.com
- Subject: **SF Peninsula/N Bay Sales Rep**