

Job Title: Outside Sales Representative
Company: Power Electric
Department: Sales
Location: Minneapolis, MN
Reports To: Vice President of Sales & Marketing

SUMMARY OF ROLE

Drive the identification and development of new business with OEM customers by promoting the unique value proposition, products and services of Power Electric. This position offers a great opportunity to leverage direct selling expertise, technical aptitude, business acumen, and an unrelenting internal drive to win in securing new sales of customized electric motor and gear motor solutions.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Prospect, identify and win new OEM business to support the company's long-term growth strategy.
- Develop and actively maintain an annual strategic sales growth plan including new growth targets, key accounts, important activities, and timelines.
- Establish strategic relationships and uncover opportunities to capture new business within assigned existing and prospective target OEM accounts.
- Collaborate with internal teams to continuously improve customer satisfaction through prompt response to quote opportunities, product quality inquiries, technical support questions and other customer requests.
- Proficiently present and align Power Electric's differentiating values to each customer's unique business model and needs.
- Present regular sales forecast and opportunity pipeline updates to the Power Electric management team.
- Prioritize and aggressively pursue the most promising new business opportunities by involving the company's engineering, quality, logistics and management teams.
- Conduct proactive sales appointments with customers to strengthen relationships and earn new business opportunities.
- Respond within 24 hours to any assigned lead or inquiry.
- Keep current both technically and commercially on all of Power Electric's electric motor and gear motor products. Remain up-to-date on emerging capabilities.
- Stay abreast on industry and competitive products, services and capabilities including recent trends and developments.
- Effectively communicate customer's technical and commercial requirements to cross-functional internal project teams.
- Participate in company sponsored trade shows as requested.
- Maintain accurate and timely records on all accounts, contacts and sales activities in Salesforce (CRM).
- Demonstrate commitment to Power Electric Core Values through daily actions and leadership.

ACCOUNTABILITIES AND PERFORMANCE MEASURES

- Achieve assigned new business sales growth objectives.
- Maintain high customer satisfaction ratings that meet company standards.
- Meet or exceed profitability expectations within assigned accounts.
- Consistently increase the quantity of new opportunities and contacts within assigned accounts.
- Demonstrated ability to move opportunities forward through internal and external obstacles.

ESSENTIAL EDUCATION, SKILLS AND EXPERIENCE

- Bachelor degree in a technical or business discipline.
- Minimum 5 years of experience in B2B sales and account management of technical products or services.
- Established resume of successfully achieving and exceeding sales growth targets.
- Direct selling experience to Original Equipment Manufacturers (OEMs).
- Proven ability to prospect and qualify potential customers, meet decision makers and effectively present differentiating values.
- Ability to quickly earn credibility and develop trusting relationships with colleagues, suppliers, and customers at all levels and disciplines.
- Strong negotiation, interpersonal, and customer service skills.
- Excellent verbal and written communication skills.
- Effective working individually and as part of a team.
- Strong time management, organizational and prioritization skills.
- Perform duties with a sense of urgency.
- Fluent in Microsoft Office applications and CRM software (Salesforce preferred)
- Must be proactive, solve problems, anticipate needs and have the necessary drive, enthusiasm and focus to achieve results.
- **Knowledge of electric motors and gear motors is highly desirable.**
- **Prior formal sales training preferred.**

SUPERVISORY RESPONSIBILITIES

- No direct reports

TRAVEL REQUIREMENTS

- Travel requirement: 40% (domestic + some international)

ADDITIONAL INFORMATION

- Work from company headquarters in Plymouth, MN.
- All prospective employees will undergo a background check.

To apply, email resume and cover letter to humanresources@powerelectric.com.