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OUTSIDE TECHNICAL SALES FOR ILLINOIS AND WISCONSIN

Instrument Associates, Inc. is a premiere provider of Instrumentation and Process Control products to the industrial marketplace. Designated by our well-known manufacturing partners as a Solution Provider, we continue to expand our dynamic Outside Sales Force by searching for only the best individuals to represent our services and products. Opportunities are available in the following territories: Northern Illinois/Rockford, Appleton/Green Bay, Madison and Milwaukee.

If you are experienced in providing Instrumentation, Process Control, Fluid Power or closely related products and services, and you are familiar with any of the geographic areas listed above, we want to learn more about you. If you consider yourself a sales expert and can prove your success, we offer stability and provide you with the power to make more money. With more than 57 years of solid sales performance, Instrument Associates is your employer of the future giving you the opportunity to control your destiny and become an entrepreneur.

Position Requirements:

Outside Industrial Sales experience in Process Control, Fluid Power or closely related distribution
Mechanically and technically oriented
Familiar with the chemical, utilities, steel, pharmaceutical, oil/gas, food, steel, OEM, etc. markets
Valid driver's license
Verifiable income in previous positions of at least \$50,000

Job Description:

Take ownership of assigned accounts/territory
Self starter with the ability to work under close supervision as needed
Work and develop sales team concept with Inside Sales counterpart
Utilize Prospecting and Cold Calling into your continuous sales process
Penetrate accounts and build relationships
Attend sales meetings and training sessions as required
Utilize Management and Vendor Reps to support sales
Utilize IA CRM system per company policy
Follow up on all quotes
Develop territory Sales plan to include target accounts, product lines, and sales growth
Support company sales initiatives
Follow company Visions, Values and Behaviors

What we offer:

A competitive salary plus uncapped commission or bonus program (based on experience)
401k options
Profit Sharing
Paid vacation, holidays and birthday
Health and dental plans available

Please submit resume with salary requirements to hria@instrumentassociates.com