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NORTHERN WASHINGTON SALES REPRESENTATIVE

LOCATION

Northern Washington – I-90 to Canadian Border

DESCRIPTION

Market and sell aggregate/organics processing equipment throughout above area including sales, rentals and product support (parts). Experience in crushing, screening, conveyor systems and/or organics processing is strongly desired.

REQUIREMENTS

Preferred Candidate will have industry experience or related industry experience at a minimum in addition to:

- **Strong background in the aggregates, mining or recycling industries**
- Valid Insurable Driver's License Required
- Bachelor's degree or Equivalent Experience
- 3-5 years proven outside sales experience in a similar industry.
- Excellent interpersonal and communication skills
- Strong working knowledge in computer skills and applications using spreadsheets, word processing.
- Professional demeanor
- Ability to build and maintain existing relationships.
- Available for overnight travel as required.

DUTIES:

- Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential customers
- Establish/Maintain point of contact for all quotes, field work, service calls and completed projects.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

To Apply Please Submit Resume and Cover Letter to sales@actechmfg.com