



Jorgensen Conveyors, Inc is a successful, growing manufacturing company founded in 1950. We are a 3rd generation, family owned industry leader producing custom, high quality conveyors and filtration equipment for the machine tool and metal working industries, as well as other material handling solutions for our many customers. We are a Journal/Sentinel Top Workplace winner and believe in a culture that fosters growth in our employees, provides a good work/life balance, and embraces team work and innovation. We have a 100,000 square ft. headquarters and state of the art manufacturing facility in Mequon, WI

Our company is currently seeking an experienced individual to be responsible for the sales of our complete line of products to metalworking and manufacturing companies in an established Wisconsin and Northern Michigan territory.

Essential Duties and Responsibilities:

- Responsible for prospecting, qualifying, developing and securing new business opportunities through new and existing customer accounts in Wisconsin and Upper Michigan Territory
- Participate in quote/pricing meetings with Estimating and Engineering staffs
- Work with Marketing Specialist to develop/implement marketing projects to promote sales in the assigned territory
- Participate in industry trade shows and related planning activities
- Be involved in/on continuous improvement teams at Jorgensen

Skills Needed:

- Be motivated by a performance-based compensation model
- Experienced working independently in a consultative, solution-oriented sales environment
- Exhibit proven success selling and closing new business opportunities in a manufacturing environment
- Results-oriented, self-directed individual with a strong technical aptitude
- Strong communication skills
- The ability to qualify customer needs and develop appropriate solution based recommendations
- Proven experience in territory management, new business development and customer retention are primary factors for success.

Education and Experience:

- College Degree Preferred
- Proven track record in Machine Tool Industry or Machinery Product Sales

Benefits:

- Base salary, plus a sales commission, paid on a monthly basis
- Monthly car allowance
- Cell phone and computer
- Travel expense reimbursement
- Learn more about our company at www.jorgensenconveyors.com

***Medical Coverage * Dental Coverage * Vision Coverage * Life Insurance * Dependent Life Insurance * Disability Insurance *
*Flexible Spending Accounts * 401K Plan * Gain Sharing * Vacation * Paid Holidays * EAP * Tuition Reimbursement**