

Valve and Actuation Outside Sales Representative

Essential Duties and Responsibilities:

- Locate and develop new streams of business for A&M Industrial Supply, in the valve and actuation markets
- Able to build relationships with, and present to, multiple levels within an organization including: senior management/ownership, purchasing department, shop supervisors, maintenance department, etc.
- Be responsive to the customers' needs and follow through on all requests, both written and verbal
- Communicate with the Inside Sales Team about Request For Quotations (RFQ), market conditions, product availability and pricing issues
- Partner with manufactures' reps on sales calls where specific product or line expertise is necessary
- Represent A&M at trade shows and conferences, both educational and customer oriented
- *This position requires extensive single day traveling. Occasional overnight traveling may also be required.*

Education and Experience:

- 5+ years experience in use and/or sales of valves and actuation devices and/or related instrumentation
- 4 year college degree is desired. Equivalent work/educational experiences will be considered

Skills and Abilities:

- Communicate effectively, in English, both verbally and written
- Self motivate and, at times, work with minimal supervision
- Develop and maintain relationships with customers, vendors, and coworkers
- Accurately input and extract information from a computer
- Pay attention to detail and follow up on all customer contacts
- Must be able to handle multiple functions at the same time and maintain good organizational skills

For Consideration:

- Mail, email, or fax resume' to A&M Industrial Supply: 1414 Campbell St, Rahway, NJ 07065
Jobs@am-ind.com, Fax: 732-574-1110
- Include salary requirements when applying
- **Principals only. Recruiters please don't contact A&M about this position**

A&M is an equal opportunity employer. Women and minorities are encouraged to apply.

This company promotes a drug & smoke free workplace