



INSIDE SALES

Professional sales person with at least five years of experience in the marketing and selling of conveying equipment.

Ideal candidate would have the following:

- Conveyor experience – preferably with pallet handling conveyors and equipment.
- Engineering background – to understand the technical items.
- Ability to work in a technical sales environment.
- Good verbal and written communication skills.
- Well organized and must be able to multi-task and set priorities.
- Enjoys working in a demanding and fast paced work environment.
- A dedicated individual that likes to succeed and sets goals. Do what it takes attitude!!!
- Computer literate – AutoCAD, Word, Excel

Duties and Responsibilities:

- Quoting of conveyor equipment ranging from single units to large systems.
- Building a distributor network selling the Alba product line.
- Prepare and submit written quotations. Must have writing skills to provide a clear and precise description of what is being quoted.
- Interface with engineering and production team.

Customers Relations

- Discuss and review system requirements with Customers, such as distributors, integrators and OEM's, to make application recommendations based information provided.
- Responsible for gathering all the required information needed for quoting.
- Build relationships with Customers to gain long term partnerships.

Provide Customer support

- Prepare system layouts and general conveyor drawings using AutoCAD.
- Work with customers to work out details such as, change orders, scheduling, shipping and even possible conflicts.
- Site visits and offsite meetings on occasions.
- Coordinate Customer visits and conveyor run-offs at Alba's facility.

Compensation based on conveyor knowledge and years of experience.

Excellent benefits packaging including 401K.

For confidential consideration e-mail resume to: hrmail@albamfg.com