



13300 6th Avenue North
Plymouth, MN 55441

Outside Sales Representative

Are you a Sales and results motivated professional, problem-solving individual with experience in an electrical power distribution manufacturing environment? Then consider applying for the Outside Sales Representative position now open with Electro-Mechanical Industries, Inc. (EMI). We are a family owned, custom manufacturer of electrical power distribution equipment located in Plymouth, MN. The company, with 43 years of steady growth and product innovation, provides products and services to commercial, industrial customers and renewable energy integrators throughout the US.

The Outside Sales Representative position will drive sales by developing strong business relationships with new and existing customer in the Electrical Industry. Sales Representatives will focus on sales of key suppliers and products while supporting EMI initiatives and directives.

Multiple Territory opportunities: TBD

The Outside Sales Representative is a non-Union position and reports to the Sales Manager.

Essential Job Duties:

- Meet or exceed assigned sales goals.
- Follow-up/respond to client inquires in a timely manner.
- Develop positive and professional working relationships with assigned clients.
- Schedule travel to client sites in territory to meet business needs (2-4 days/week) with some overnight travel.
- Work with technical sales, engineering and other departments to produce timely quotes.
- Communicate with Project Manager and other internal departments as required to ensure on-time delivery of client order.
- Attend and participate in sales team meetings.
- Outreach to electrical engineering community in territory.
- Attend trade shows as required.
- Keep up on industry trends and technical knowledge.
- Report sales activity to management, as required.

Education and Experience Required:

- High school diploma or 5 years of proven technical sales experience
- Preferred: College degree in engineering or with a technical major degree
- A minimum of three years' experience in technical sales or related field in the electrical distribution industry.
- Proven track record of sales success.



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Competencies:

- Excellent interpersonal, presentation and communication skills (verbal & written).
- Highly organized with attention to detail.
- The ability to understand the technical needs of the clients through conversational interaction and converting those needs into sales.
- Ability to respond to common inquiries or complaints from customers.
- Good knowledge of the industry and trends impacting the business.
- Ability to read, analyze, and interpret industry/trade magazines.
- Ability to maintain professional competencies in the electrical distribution industry.
- Team player is a must.
- Ability to do routine business math calculations including computation of sales costs and quotes.
- Sales professionals must be confident, energetic, organized and persistent.
- Must provide high customer service.
- Must be persuasive and have good negotiation skills.
- Ability to drive and operate a motor vehicle with a valid driver's license.

Training Requirements:

- Willingness to undergo EMI 3-month training program.

Work Environment: Work performed primarily in an office setting, with minimal noise.

Work hours: Typical office hours of this position are M-F from 7 am – 4 pm, however to complete job duties and deadlines, Sales Representatives are required to respond to client issues outside of normal business hours as well.

Physical Requirements:

- Regularly required to sit/stand/walk and bend
- Must be able to lift up to 30 lbs.
- Must be able to travel by car and airplane

Salary and Benefits: The base salary range for this position is \$80-\$100k per year. EMI offers employee benefits including medical, dental, life insurance, long term disability, 401k & matching, voluntary Aflac benefits, paid vacation, employee safe and sick time (ESST), and paid holidays.

To apply for this position, send your resume and salary requirements to: Human Resources @ careers@e-m-i.com.