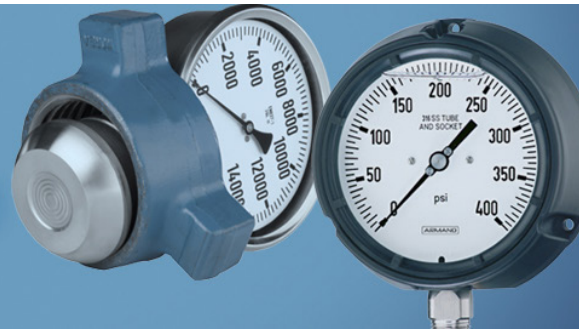


ARMANO

Instruments, Inc.



*Precision
is our Passion*



We are looking to hire an Outside Sales Representative to join our growing sales team. The successful candidate will have the skills and qualifications to perform the required duties and responsibilities, communicate effectively with end-user customers, our local sales team, and established sales channels, and with our international sales team located in Germany. Additionally, the successful candidate will need to be self-motivated, work with minimal supervision, and have the discipline to work remotely when necessary.

Outside Sales Representative

Duties and Responsibilities

- ◆ Meet and exceed sales targets
- ◆ Identify market trends and keep abreast of the latest industry developments
- ◆ Develop sales strategies for new and existing markets to drive sales
- ◆ Create technical sales presentations and perform technical training based on current market requirements
- ◆ Schedule sales calls for new and existing customers
- ◆ Travel to conduct face-to-face meetings with existing and potential customers
- ◆ Build sustaining long-lasting relationships with new and existing customers
- ◆ Maintain an accurate record of all leads, customer accounts, and sales
- ◆ Submit regular sales reports and sales call reports to management
- ◆ Create persuasive sales proposals to close sales and encourage repeat business
- ◆ Follow-up on sales proposals and requests for quotes
- ◆ Research competitive products and pricing
- ◆ Attend meetings, training workshops, and industry events
- ◆ Assist with web optimization

With ARMANO you can expect

- ◆ Extensive product training
- ◆ Instruction in SOS processes for creating quotations as a basis for your external sales activities
- ◆ Dynamic motivated team
- ◆ 12 vacation days
- ◆ 3 Personal Time-Off days
- ◆ Regular observed holidays

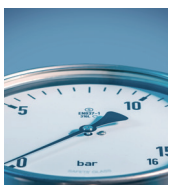
Outside Sales Representative Requirements

- ◆ High school diploma or GED
- ◆ Associates Degree in an industrial discipline or Industrial Management, or bachelor's degree in Industrial Management or other Engineering discipline
- ◆ Minimum of 5 years proven outside sales experience of technical products
- ◆ Strong Microsoft Office skills
- ◆ Strong Power Point software skills
- ◆ AutoCAD experience is a plus
- ◆ Strong consultative sales skills
- ◆ Excellent organizational skills
- ◆ Effective communication and negotiation skills
- ◆ Exceptional customer service skills
- ◆ Foreign language skills (German, Spanish) are a plus
- ◆ Knowledge of Incoterms and general customs requirements

Contact

Would you like to be a part of the team of a young and growing company? Please send your application and resume to:
Mr. Robert Arias
robert.arias@armano-instruments.com

Your Partner for Pressure and Temperature Measurement



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14900 Woodham Drive, Suite A-150
Houston, Texas 77073
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