

Power Test, Inc. is a world leader in the design and manufacture of heavy-duty engine, transmission and chassis dynamometer systems. Established in 1976, Power Test is a small business with a large business mindset and a consistently growing organization dedicated to providing our customers with the best dynamometer equipment and customer support. See website link for greater detail about the organization and product line [www.pwrtst.com](http://www.pwrtst.com).

**Position Profile:**

Position title: Regional Technical Sales Representative: Eastern US and Canada  
International Technical Sales Representative

Location: Sussex, WI

Term of employment: Regular

Type of employment: Full Time

Start date of this position: Immediate

Starting salary range: DOE

Education (minimum): 4 year degree

Experience level (minimum): 5 years

**Job Description:**

Sales Representatives are responsible for all sales activities from lead generation through close in an assigned territory. Both positions will work towards the achievement of customer satisfaction, revenue generation and fostering long-term corporate relationships in line with company vision and values. Positions are based in Sussex, WI and will involve outside traveling approximately 15-18 weeks per year to visit clients within their sales territory.

**Duties and Responsibilities:**

Candidate shall be educated on all product lines while working both independently and in a team environment. Following the training period, the ideal candidate should be capable of accomplishing the tasks below and additional duties as required.

- Actively develop and manage new and existing accounts by providing a high degree of knowledge and integrity.
- Manage sales efforts to achieve assigned sales goals, margins and other corporate objectives.
- Ensure that business opportunities are recognized and the company is positioned to take full advantage of these opportunities.
- Establish, build and maintain long-term customer relationships.
- Manage and coordinate communications among customers and internal organization to ensure that the customer receives information that is accurate, consistent and clear.
- Provide visibility of Power Test products to meet customer needs, identify resource requirements, forecast and provide value-added offerings in response to customer inquiries.

- Effective use of sales tools for communicating, processing reports, developing spreadsheets and managing customer databases.
- Provide input and play a key contributing role with President/Sales Manager in developing sales strategies, plans and schedules.
- Maintain specific product knowledge as it applies to specific applications and the ability to personally understand and use company products is mandatory. General knowledge of the equipment to be tested is desired.

**Education and/or Experience:**

- Bachelor's Degree in Engineering (preferred) Marketing and/or Business.
- Minimum 5 years related work experience.
- Sales experience is essential.

**Experience, knowledge, or ability in the following is desired:**

- Excellent communication (oral and written), interpersonal, organizational and presentation skills.
- Must possess a high level of integrity, self discipline and a positive attitude.
- Familiarity with electro-mechanical and computer systems a plus.
- Knowledge of products and markets in Engine and Transmission testing is a plus.
- Ability to manage multiple tasks while providing closure in a timely manner.
- Experience selling capital equipment is a plus.
- Proficient in standard Microsoft applications (Windows, Word, Excel, etc).

**Compensation and Benefits:**

In addition to a competitive salary, we are proud to offer an excellent benefits package including: Health Insurance, Dental Insurance, 401K, Profit Sharing and Performance Bonuses.