



SUNDANCE GROUP, INC.
www.sundancegp.com

Sales Representative: Chicagoland Territory

Our client, a Leader in Industrial Distribution, seeks experienced and highly qualified **Outside** Sales Representative with experience in Instrumentation, Process Control, and/or Industrial Distribution fields to cover our Chicago land territory. Only candidates with relevant industry experience will be considered.

With corporate offices in the South suburbs of Chicago, this company provides manufacturing, fabrication, and distribution services to clients throughout Northern Illinois and Northwestern Indiana and offers a complete line of Instrumentation, Filtration, Piping, Process Control, and many other industrial products.

The ideal candidate will possess knowledge within one of these fields. Reporting directly to the Sales Manager, will also participate within a team consisting of one Inside and one Outside Salesperson to cover designated territories.

This is an excellent earning opportunity for a salesperson with drive, dedication, and knowledge of technical and industrial products and processes.

Base salary \$35-45k plus Commission. Potential earnings of \$75k or higher.

This is an **Equal Opportunity Employer** that offers the following benefits:

- Health and dental insurance
- 401 (k) / Profit Sharing
- 9 paid holidays
- 2 weeks paid vacation after 1 year
- Company furnished electronic equipment
- Sponsored customer entertainment programs
- Your birthday is a paid day off

Responsibilities of this role:

- To provide product solutions and effectively communicate with vendors and customers to develop appropriate solutions.
- Prospecting new clients; Preparation and follow up on quotes.
- Participate in all product and sales training programs

This is an 'Outside Sales' role. That will call on potential and existing customers (an average of 5 per day) to develop new business and manage current accounts. Same-day travel to client and vendor sites. Weekly meetings at the corporate office.

Requirements of this role:

- College degree preferred (not required)
- Should possess an aptitude for mechanics – how things work
- Hands-on use of a CRM system is essential
- Excellent communication skills
- Must have experience selling industrial process automation and/or technical products required
- Ability to understand and explain technical concepts
- Able to adapt to customer applications
- Proven ability to close sales
- Possess the drive to make money and be successful in the sales role

Contact Donna Mazalin dmazalin@sundancegp.com
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