



## **Job Description**

Job Title: **Sales Representative**  
Location: **Northern Ohio, Michigan,  
Northern Indiana**

Exempt/Non-Exempt: **Exempt**  
Report To: **Director of Outside Sales**

### **The Opportunity:**

Horsburgh & Scott (H&S) seeks a Sales Engineer to provide solutions and support to our Customers in the states of Ohio, Michigan and Indiana.

We are looking for a high energy, self-motivated individual to join our team who is able to learn our business quickly, and help us grow through hard work and creative thinking. We are looking for a person who can work well with a small team and will reach out to other parts of the organization to get the best results. We expect the candidate to be analytical and detailed oriented. The candidate should have a high level of organizational skills, enjoy problem solving, and be confident in using data to make educated decisions. We expect the candidate to have a high level of professionalism, and be able to handle varying levels of work and stress. We are looking for someone with good interpersonal skills, and who can communicate effectively verbally and in writing.

Knowledge of mechanical power transmission equipment is essential. Experience in the selection and application of gears and gear reducers; providing application consultation; and onsite services are important factors. Additionally, the successful candidate will have direct customer facing, product marketing, and business development experience.

### **Responsibilities:**

- Making sales calls on Industrial Users, OEM's, Consultants and Industrial Distributors.
- Participate in the preparation of commercial bids.
- Provide intelligence on market trends, price levels and competitor activities.
- Attend industry trade shows and exhibits.
- Occasional overnight travel for customer visits, training, and internal meetings.
- Providing onsite service and support for industrial equipment.

**Qualifications:**

- Minimum of 3 years of work experience and a bachelor's degree from an accredited college or university.
- Hands-on mechanical experience or aptitude.
- Some manufacturing knowledge or background is preferred.
- Confidence to conduct technical training.
- Ability to read and understand technical drawings.
- Strong organizational skills.
- Working knowledge of different types of gearing and gear reducers
- Willingness to travel
- Ability to learn new skills and assume new responsibilities

**Preferred Qualifications:**

- Experience using Salesforce or comparable CRM software, and Microsoft Office.