



Outside Sales – Fluid Power Sales

Here is your opportunity to join a growing industrial distribution and leading technology company.

Western Integrated Technologies (WIT) is a full line distributor of mobile and industrial hydraulic, pneumatic, instrumentation and mechanical products as well as connector products. Since 1969, WIT has supplied custom-engineered solutions to the Power Generation, Food, Heavy-Duty Truck and Agricultural markets. WIT is a manufacturer and integrator of fluid power, electrical, and mechanical systems incorporating the latest software and controls. Our successful candidate will have industrial or mobile systems sales experience, be mechanically inclined and understand both mechanical and electrical systems with hands on experience.

- As a WIT Field Sales representative you will be a key member of our outside sales team.
- You will be responsible for maintaining direct sales and engineering contact with select accounts.
- You will be expected to grow sales while simultaneously enhancing margin. To do this will require you to increase market diversity.
- You will develop and maintain a detailed database of customer system requirements.
- Working with clients you will develop a Road Map detailing a step by step approach to greater product and system capture.
- You will maintain a weekly report detailing both new and ongoing sales opportunities and quotes.
- 70% of your time and effort will be spent directly involved in sales activities with the balance on planning related activities.

Success in this position requires:

- Fluid Power (hydraulic and pneumatic) application.
- Excellent organizational skills (oral and written).
- The ability to excel at details, multi-tasking, and working under pressure.
- You must have experience in the use of MS Word, Outlook, and be proficient in Excel.
- Mechanical, electrical and programmable controllers experience a plus.

We will reward your hard work and achievements with a competitive base salary and commission depending on experience.

WIT offers a comprehensive benefit package (medical, dental, disability, and life), and 401(k) plan with company matching.