



JOB POSTING – Regional Sales Representative - Southeast

HAWE Hydraulik is a leading manufacturer of technologically advanced, high quality hydraulic systems. Our hydraulic solutions are found in machines and systems in more than 70 different sectors. They are incorporated in machine tools, construction equipment, forestry machinery, renewable energy systems, and more. HAWE components are used wherever quality, expertise, power, and precision are essential. The North American Subsidiary, HAWE Hydraulics, is headquartered in Charlotte, North Carolina with offices in Oregon and Texas. We offer a competitive salary, outstanding benefits package and excellent growth opportunities.

We are seeking a qualified candidates for a Regional Sales Representative role for our organization. A successful candidate will have prior successful sales experience of hydraulic solutions for mobile construction equipment and vocational trucks; industrial work holding applied to fixture and machine tool installations. Experience working through both a direct OEM and distributors sales channels is highly preferred. The Regional Sales Representative will operate within the assigned territory to support business-to-business selling campaigns in North Carolina, South Carolina, Tennessee, Georgia, Alabama, and Florida. The ideal candidate should have an entrepreneurial spirit, be creative, self-motivated and have a strong ability to build rapport and problem solve.

Primary Job Responsibilities:

- Promoting and selling HAWE components and system solutions
- Providing adequate growth and penetration with assigned territory accounts
- Providing training and direction to authorized distributors in an assigned territory
- Managing all potential HAWE accounts through direct sales or through distribution
- Developing sales strategies within assigned territory
- Developing annual sales budgets and expense budgets
- Analyzing and defining scope of technical and commercial requirements for new projects
- Analyzing the first indications for after sales service

Tools:

• Microsoft Office Software	• Quality Management documentation
• Contact Management Software	• Acrobat Software

Job Requirements

- Read and understand hydraulic circuitry
- Knowledge of and sales experience in assigned sales territory
- Leverage company information and technology to optimize selling potential
- Effective communication and networking skills
- Organization, planning, and territory management skills

Preferred Qualifications

- 5+ years of sales experience in Fluid Technology
- Engineering degree or degree in a related field
- Fluid Power certified or equivalent education

For consideration, submit resumes to hr@hawehydraulics.com