



## Territory Sales Representative – Atlantic

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 Hydraulik, is headquartered in Charlotte, North Carolina with offices in Oregon and Texas. We offer a competitive salary and outstanding benefits package.

We are seeking a qualified candidates for a Territory Sales Representative role in our organization. A successful candidate will have prior successful sales experience of hydraulic solutions for mobile construction equipment and vocational trucks as well as industrial work holding applied to fixture and machine tool installations. Experience working through both a direct OEM and distributor sales channels is highly preferred. The Territory Sales Representative will operate within the assigned territory to support business-to-business selling campaigns in [E. Pennsylvania](#), [Virginia](#), [Maryland](#), [Delaware](#), [New Jersey](#), [New York](#), [Connecticut](#), [Rhode Island](#), [Massachusetts](#), [Vermont](#), [New Hampshire](#), [Maine](#), [Quebec](#), [New Brunswick](#) and the [Maritime Islands](#). The ideal candidate should have solid technical knowledge, an entrepreneurial spirit, a strong ability to build rapport and problem solve.

### Primary Job Responsibilities:

- Promoting and selling HAWE components and system solutions
- Analyzing and defining scope of technical and commercial requirements for new projects
- 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 the first indications for after sales service

### Tools:

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

### Job Requirements

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

### Preferred Qualifications

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

For consideration, submit resumes to [HR@hawehydraulics.com](mailto:HR@hawehydraulics.com)