



JOB POSTING – Territory Sales Representative – Distribution

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 qualified candidates for a Territory Sales Representative role for our Distribution organization. A successful candidate will have prior sales experience working with distributor sales channels. The Territory Sales Representative will operate within the Central Region to support distributor sales in Oklahoma, Texas, Nebraska, Louisiana, and Arkansas. The ideal candidate should have solid technical knowledge, an entrepreneurial spirit, a strong ability to build rapport and problem solve.

Primary Job Responsibilities:

- Managing existing and potential HAWE OEM and end user accounts through distribution partners
- Identifying potential distributor partners aligned with HAWE Key Markets
- Providing training and direction to authorized distributors
- Managing relationships between Distributor’s departmental personnel and corresponding HAWE staff
- Promoting and selling HAWE components and system solutions
- Analyzing and defining scope of technical and commercial requirements for new projects
- Developing sales strategies within assigned territory
- Developing annual sales budgets

Tools:

<ul style="list-style-type: none">• Microsoft Office Software	<ul style="list-style-type: none">• Quality Management documentation
<ul style="list-style-type: none">• Contact Management Software	<ul style="list-style-type: none">• NAV Software

Job Requirements

- Ability to read and understand hydraulic circuitry
- Organization, troubleshooting, 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
- Ability to build and maintain a successful business partnership
- Prior direct sales to distributor experience

Preferred Qualifications

- 5+ years of sales experience in Fluid Technology
- An Engineering degree or degree in a related field preferred or
- 2 year Technical Degree in Mechatronics or Fluid Power certified(or ability to obtain within 1yr)

For consideration, submit resumes to HR@hawehydraulics.com