



JOB POSTING – Regional Sales Representative(s)

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 two (2) qualified candidates for Regional Sales Representatives for our organization. The Regional Sales Representatives will operate within an assigned territory to support the market infiltration goals and growth efforts of the Sales Department through business-to-business selling campaigns. The ideal candidate should have an entrepreneurial spirit, be creative, self-motivated and have a strong ability to build rapport and problem solve. We are seeking candidates currently located in California and Iowa. These positions will report to the Regional Sales Manager – West.

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 the first indications for after sales service
- Analyzing technical requirements and work out customer specific solutions

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">• SuperOffice program (Contact Management Software)	<ul style="list-style-type: none">• 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