

Sawmill Machinery Sales Rep – Western US & Canada - Salem Equipment

SALEM EQUIPMENT, INC. is a wholly owned subsidiary of Wellons Inc. since early 2008, and is also a leading manufacturer of a wide range of premium sawmilling machinery since 1946.

The Salem Machinery Sales Representative for the Western US & Canada reports directly to the Salem Equipment General Manager. We are adding staff due to increased sales inquiry volume.

This position manages their portion of Salem Equipment outside machinery sales and customer service and coordinates contacts and activities with other Salem Sales personnel. Duties include, but are not limited to, the responsibilities and authorities outlined below:

1. This position requires effective direct interface with customers before and after sales, as well as company managers, sales, customer service, machinery designers, and field service personnel.
2. Enhance existing relationships with current customers and develop new relationships with prospects. Our sales reps need to be at the forefront to provide solutions in the initial planning and design of capital machinery and equipment projects.
3. Understand industry market trends as well as the business challenges our customers face to help generate ideas for product innovation.
4. Provide detailed information to Salem personnel for accurate and timely generation of project quotes.
5. Thoroughly understand and actively sell the features that make Salem Equipment machinery the best value choice for the money spent.
6. Research and intimately know the Salem installed base in the assigned region. Proactively generate parts sales when calling on customers to assist in maintaining their production operations.
7. Provide timely and detailed feedback to engineering for equipment design during the sales discovery stage. Aid in the timely generation of needed customer prints in the application engineering phase of projects. Check and verify general arrangement prints for customer requirements. Aid in the timely approval of general arrangement drawings and specifications.
8. Follow the sale through the manufacturing process and provide progress reports to the customer on a regular basis. Document and communicate all design changes to ensure customer requirements are met.
9. Generate technical sales presentations and quote deliveries.
10. Participate in sales staff meetings by conference call or Skype to discuss customer order status and means to mitigate any issues that could cause design problems or delivery delay.
11. Submit a weekly customer contact report and results of your regular follow ups.
12. Provide timely support to all external and internal customers as a professional team member.
13. Generate a reasonable percentage of sales orders from your customer contacts.

Required Skills:

- Minimum of 3-5 years experience in outside SAWMILL machinery sales and customer service (Experience in managing, operating, or maintaining sawmill machinery is **STRONGLY** preferred).
- Demonstrated proficiency in MS-Office applications (Excel, Word, Outlook).
- Good written, verbal communication, and math skills and able to work as a team member to interact professionally and knowledgeably with customers.
- Excellent mechanical aptitude with ability to read machinery prints. Any knowledge of hydraulic

and electrical systems is a plus.

- Ability to travel 2-5 days per week, walk about 1.5 miles daily around customer plants, navigate stairs, and occasionally lift up to 40 lbs.

Salary and Benefits:

- Wage is DOQ and DOE. Salaried exempt position working from Sherwood office.
- Medical, vision, dental insurance; eligible first of month following hire date.
- Company car or monthly car allowance provided.
- Discretionary profit share retirement plan contribution up to 25% of previous year earnings
- Discretionary bonus based on profitability.

Salem Equipment, Inc.
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