



Position: Outside Sales Engineer

Fiero Fluid Power, a distributor providing pneumatic and motion control automation components, for our clients in a wide range of industries. Our Company offers products and solutions to customers who make equipment of all types and those that require more automation in their manufacturing process. We believe in our employees and we believe in providing superior customer service for our clients.

This critical role will cultivate strategic relationships with current and future customers in efforts to increase sales, gross profits, and market share. We are looking for a super star with a strong engineering background and proven relationship building skills.

To be successful in this role:

- An individual will need to analyze current customer requirements and make recommendations for proper solutions.
- Have a consultative sales approach where the goal is to help the client become more efficient and/or more profitable.
- An individual must maintain knowledge around focus products and have a practical knowledge of all additional product lines.
- Have a working knowledge of pneumatic, motion control, machine vision and industrial controls.
- It will be important to utilize the funnel process to identify, prioritize, gain and maintain market share. While attaining a goal of four to five effective sales calls per day, you will need to update sales and funnel activities on a weekly basis.

A degree from an accredited college or university in one of the following areas is preferred – Mechanical Engineering, Electrical Engineering, Fluid Power Technology, Robotics or Motion Control Technology In addition, three plus years of experience in a related field is desired.

Equal Employment Opportunity Employer

[Apply Now >](#)