



Outside Sales Representative

Hudson, WI

Position Summary:

The Outside Sales Representative is responsible for an assigned territory of customers and assumes direct responsibility for providing outstanding customer service and initiating sales activity. Additionally, the Outside Sales Representative is responsible for contributing to overall company success through effective promotion and management of products and services within a variety of venues.

Educational/Skill requirements:

Two year associates or technical degree in welding or a business related field required or equivalent industry experience. Successful candidates will be proficient in Microsoft Office software or equivalent programs and enjoy working in a fast-paced physical environment.

Primary duties:

- Manage accounts in assigned sales territory as the customer's primary MWSCO contact
- Promote MWSCO products and services
- Create and adhere to a sales plan to generate sales opportunities with-in existing and new companies in territory
- Promptly and professionally handle customer orders, provide quotes as requested, and resolve concerns that arise
- Collaborate with branch management to establish delivery schedules, service calls and other related tasks for customers
- Work with vendors to maintain an up to date knowledge of new products and services available to MWS and our customers
- Provide customers with current product information and product demonstrations as appropriate
- Accurately and promptly file all reports as required by MWSCO

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