



## Independent Sales Rep

Put your outside sales experience to work in support of our Industrial Field Service Division! Orbital Tool Technologies, Corp. is seeking experienced sales professionals to support an ever-growing demand for industrial on-site machining and welding services.

As a Independent Sales Rep, you will be responsible for growing sales and providing strategic solutions in a business-to-business environment. In this job, you will be developing new business and increasing existing business within the following industries:

- Power Industry
- Chemical Industry
- Petro-Chemical
- Manufacturing
- Mining
- Commercial Marine
- Military Marine
- Processing
- Pulp & Paper

within a protected geographic territory.

### Additional responsibilities include:

- \* Develop and execute strategic account plans to increase sales.
- \* Develop new accounts.
- \* Provide consultative services to your customers in order to identify the best solution for the customer's needs.
- \* Continuously improve selling skills and service knowledge to maintain a cutting-edge approach to sales development.

To succeed in this role, you must possess the ability to build successful relationships, meet demanding deadlines, and achieve performance goals.

### Background requirements include:

Minimum two years of business to business inside/outside sales.

Develop leads through sound prospecting and consistent sales calls to potential customers

Use a consultative selling approach which focuses on customer solutions.

Strong business development skills, including prospecting and cold calling abilities.

Taylor sales strategies based on customer feedback and market environment.

Proven track record of success in account development and management.

Strive to meet and exceed sales goals and be rewarded  
Strong history of providing innovative solutions to clients and prospects.

Do what is necessary and work closely with our office team to ensure the ultimate in customer service.

Knowledge of industrial service sales within the Power Generation Industry is a definite plus.

Job-related computer skills are required. We are seeking candidates with a proven ability to build business partnerships and cross-sell in an ever growing industrial environment.

*We offer an attractive commission based program.*

*Orbital Tool Technologies, Inc. is an Equal Opportunity Employer. Women and minorities are encouraged to apply.*

Please include salary history with your confidential resume and send it to

**Orbital Tool Technologies**  
**6550 Revlon Dr.**  
**Belvidere, IL 61008**