



13300 6th Avenue North
Plymouth, MN 55441

OUTSIDE SALES REPRESENTATIVE

EMI is a family-owned custom electrical distribution manufacturing company located in Plymouth, Minnesota. Our niche is building quality switchgear and our passion providing creative solutions and providing great customer service. EMI has 37 years of steady growth and product innovation, provides products and services to commercial customers throughout the country, with a strong Midwest Region focus.

Purpose: Develop business with new and existing customers in the Electrical Industry. Sales Representatives will focus on sales of key suppliers, products while supporting EMI initiatives and directives.

Territory to include: Duluth/Arrowhead Region, Wisconsin, Iowa, SE Minnesota and some Twin Cities.

Qualifications:

- A minimum of three years' experience in technical sales or related field in the electrical distribution industry.
- Sales and results motivated professional with a can do attitude and a proven track record of success.
- Team player is a must.
- Excellent interpersonal, presentation and communication skills (verbal & written).
- Highly organized with attention to detail.
- Must be able to work 40+ hour work week.
- Willingness to travel 2-4 days a week. Overnight travel required.
- Ability to drive and operate a motor vehicle with a valid driver's license.
- High school diploma/GED required. Technical or college degree preferred.

Skills:

- The ability to understand the technical needs of the clients through conversational interaction and converting those needs into sales.



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- Willingness to undergo EMI 3 month training program.
- Ability to respond to common inquiries or complaints from customers.
- Good knowledge of the industry and trends impacting the business.
- Ability to read, analyze, and interpret industry/trade magazines.
- Ability to maintain professional competencies in the electrical distribution industry.
- Ability to do routine business math calculations including computation of sales costs and quotes.
- Sales support professionals must be confident, energetic, organized and persistent.
- Must provide high customer service.
- Must be persuasive and have good negotiation skills.

Experience:

- Preference: A minimum of five years' experience in technical sales or related field in the electrical distribution industry.

Education:

- Required: High school diploma or equivalent
- Preferred: College degree in engineering or with a technical major degree

Physical Requirements:

- Sitting/standing/bending etc.
- Lifting requirements
- Travel time
- Work hours

To apply for this position, send your resume and salary requirements to: Radhika Page @ rpage@e-m-i.com. EMI is an equal opportunity employer.