



Process and Data Automation
Inc.

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OUTSIDE TECHNICAL SALES REPRESENTATIVE

Northwest PA company is seeking an individual for the position of Outside Technical Sales Representative. Due to continued growth and potential there is an immediate opportunity in our Sales department. Individual will work under direction from our Sales Manager, utilizing existing skills while constantly expanding in ability to service clients' needs.

Candidate Must Possess:

1. True desire to apply technology to help clients use technology to solve manufacturing problems and streamline operations.
2. Formal training in or experience with technical equipment and/or software systems in either sales or technical capacity. Preference will be given to candidates who have worked in a field or with equipment similar to what is detailed elsewhere on the Company website.
3. Valid driver's license with no restrictions. No restrictions on possession of US Passport as well.

The successful candidate must demonstrate:

1. Excellent listening and organizational skills, physical and electronic.
2. Ability to work unsupervised. Ability to work under general supervision of a Sales Manager but also able to define and execute tasks for day-to-day operations.
3. Ability to take direction from others.
4. Ability to prepare technical proposals. Minimum must have developed formal documents using MS Word.
5. Experience with MS Excel.
6. Experience doing technical research:
 - a. Experience researching criteria and defining component parts using catalogs.
 - b. Experience researching technical information on the internet.
 - c. (option) Experience dealing with distributor or vendor sales reps.
7. Bonus: Experience with CRM software.

Requires (General):

1. Willingness to travel domestically for sales-related activities such as sales meetings, trade shows, and training.
2. Ability to deal with sensitive information in a proper manner.
3. Ability to build and maintain relationships with people in a variety of professional situations.
4. Ability to forecast (where appropriate) and then track expense spending for sales-related activities.
5. Ability to prepare technical presentations and reports for internal and external consumption.
6. Willingness to document job-related activities including day-to-day call reports as well as work flow and procedural documents for complete opportunity and client management.
7. Ability to simultaneously balance multiple opportunities through entire development cycle.

Requires (Technical):

1. Desire to intimately learn the Company's offerings and details about customers' needs and then match appropriate solutions.
2. Ability to quickly evaluate situations and determine overall feasibility for the Company to provide a solution.
3. Ability to gather technical information and use resources, both internal and external, to develop work scope(s) and equipments lists to drive towards an overall solution.
4. Ability to use internal tools to develop formal proposals.
5. Ability to identify successful applications and identify other potential clients who could benefit from similar solutions.
6. Assist with functional description development for sales-related tool development including demonstration systems/software, proposal automation tools, and activity tracking modifications to Company's customer relationship management system.
7. Ability to evaluate a market, either geographically or vertically, and identify trends and opportunities within those markets for the purposes of penetrating, maintaining, and growing business within.

This is an immediate, permanent position. No contractors please. We offer competitive salary, great benefits including retirement, and an outstanding work environment.

Respond via email to: careers@processanddata.com

EOE/M/F/D/V

