



Industrial Tech Services, Inc.

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Plant Sales Representative PE Division

ITS has a position open for an Engineering Plant Sales Representative to join our team in Greensboro, NC. The chosen Sales Rep will provide sales services, project coordinator, product delivery with automotive related customers.

The Plant Sales Rep will be responsible for understanding the automotive production process and machine specifications. Communication skills (both English and Japanese) are required in order to speak with customers to understand their needs. This position will require travel to job sites (within the USA) to observe production lines and discuss customer needs to provide applicable quotations.

Essential Functions:

- Assess customer needs and provide quotations
 - Develop customer sales and provide reports to management
 - Communicate with vendors/suppliers to coordinate meeting customer needs
 - Project management
 - Understand automotive production processes to assist in sales function •
- Bilingual to assist in communication with customers/suppliers

Additional Duties:

Must be willing to travel regularly – 2-3 times per month.

Preferred Qualifications:

- Sales experience – at least 1 year
- Experience with project management – from inception of order to delivery of order
- Knowledge of automobile manufacturing equipment including production line layout and machine specifications
- Experience with sales/cost analysis, reporting and cost negotiation
- Successful history of promoting company products and services
- Strong English communication skills
- Japanese communication skills including speaking, reading and writing
- Have no issue with traveling

If interested, submit your resume to ewilson@itslex.com to learn more about the position!