

## **Outside Sales - Minnesota Representative**

**Job Type:** Full Time

### **Qualifications:**

- Driver's License (Required)
- Sales: 5 Years (Preferred)
- Bachelor's Degree or Equivalent Experience (Preferred)
- Experience in HVAC, Food Production, or other Industrial Processes (Preferred)
- Must live or be willing to relocate to the Minnesota territory (Required)

### **Benefits:**

- 401(k) (After One Year Employment)
- 401(k) Matching (After One Year Employment)
- Provided Business Cell Phone
- Provided Business Laptop
- Provided Company Vehicle
- Flexible Spending Account
- Mileage Reimbursement
- Paid Time Off
- Paid Training
- Parental Leave
- Base Salary plus Monthly Uncapped Commissions

### **Company Background:**

Apex Industrial Solutions is a manufacturer's representative and distributor of industrial engineered equipment. We provide our customers with the tools they need to improve and streamline their processes and make their businesses more successful. We work across the board specializing in: dry bulk material handling, boilers – steam - condensate, valves and actuators, sanitary processes, and instrumentation.

### **Position Summary:**

Are you an ambitious, self-motivated individual seeking a position with a growing family-owned company? This is a unique opportunity for you to join our team! We are seeking to add an Outside Sales Representative to help support and grow our business. The Outside Sales Representative will resolve customer problems and provide solutions through the Apex line of products and services.

### **Position Responsibilities:**

We are looking for talented individuals who share the Apex passion for being your best and achieving your full potential. Your responsibilities as an Outside Sales Representative at Apex will include:

- **Must be located in the Minnesota territory**
- Creating and maintaining close relationships with new and established customers
- Traveling to and from customer sites

- Responding to sales leads as soon as possible – Apex takes pride in our customer service
- Educating yourself on the Apex product lines in order to market products to clients as well as discover additional ways your customers can improve their processes
- Providing the best possible solutions for customer problems
- Closing and recording sales
- Overcoming customer concerns, requests, and answering questions as necessary
- Becoming familiar with Apex software to effectively communicate with prospects and customers
- Being comfortable taking photos and videos on your provided cell phone for marketing use

**Position Requirements:**

- Social Skills – The Apex team offers a friendly, mid-western experience for our customers
- Effective Communication – Ability to read spec sheets, understand technical jargon and complicated descriptions, fully and clearly communicate solutions
- Competitive Nature – Meet and exceed sales goals using your natural drive
- Knowledge – Previous industrial knowledge or the willingness to learn and fully understand new products with training and team support
- Organization – Record potential and closed sales for easy follow ups and analytics

**Additional Perks:**

- Our close-knit team works together to make sure each member receives the best opportunities to succeed in their position
- As a family-owned company, we understand the value of making time with your family. We offer the flexibility you need to make that happen and encourage our team to take advantage if necessary
- Apex conducts annual performance reviews to discuss goals, earning potential, and bonus incentives
- On-site chiropractor once a week
- Costco membership card
- One pair of branded work boots provided

Apex has been in business since 2009 and fill the need for knowledgeable and personable customer service in the industrial sector. If you are interested in learning more about Apex, please see our website at [www.ApexSolutionsMN.com](http://www.ApexSolutionsMN.com).

Send your resume to [Ashley@ApexSolutionsMN.com](mailto:Ashley@ApexSolutionsMN.com). All inquiries held confidential. Apex Industrial Solutions, Inc. is an equal opportunity employer.