

IFP Automation is looking for a highly driven, results oriented individual to join our team.

IFP Automation is an industrial technology supplier. We help our clients work smarter and faster. For over 40 years IFP Automation has implemented high profile projects throughout the Midwest. With our in-house engineering team and application specialists, we solve the toughest machine challenges.

The Position:

This position is for the Automation Sales Representative based in Indianapolis.

We are looking for a tech-savvy, engineering minded candidate who loves to sell and solve problems.

You must have prior success selling to the Top Management/C-Level of Manufacturing companies in a complex sales cycle.

Sales Representative—Sales Associate--Account Executive—Account Manager—Inside Sales Representative—Sales Development Associate—Outside Sales Representative--Senior Account Executive—Inside Sales—Sales—Sales Consultant—Sales Executive

Requirements

This position requires all aspects of the sales process. Therefore, one must have a track record of finding and closing new opportunities while also growing a current account base.

One must also:

- Sell consultatively and not on price.
- Be humble in their approach, yet relentless in their efforts to achieve their goals.
- Effectively manage multiple projects during the development phase.
- Have the ability to absorb and provide highly technical information to prospective clients.
- Be effective at selling to diverse stakeholders in a large organization.
- Be able to juggle multiple projects while effectively using CRM and Pipeline to generate revenue.
- Have strong levels of responsibility and be highly coachable and trainable

Experience in selling Industrial Sensors, Automated Machinery, Manufacturing Software, SCADA Software or Industrial Network Product sales helpful but not required. Experience in selling Automation to OEM's a bonus.

You must have previous income of \$100,000 to apply with a desire and commitment to earn more.

Candidates with the following experience should apply:

Sales Representative—Sales Associate--Account Executive—Account Manager—Inside Sales Representative—Sales Development Associate—Outside Sales Representative--Senior Account Executive—Inside Sales—Sales—Sales Consultant—Sales Executive

Send resume's to Bernie Clarke at bc2@ifp1.com