



****Outside Sales – Technical Sales Representative Ohio Area****

Lapp Tannehill is seeking an energetic and motivated Outside Technical Sales Representative to join our Field Sales team in the Ohio area.

We are a leading national distributor of cable, connectors and electrical connectivity technologies based in Minneapolis, Minnesota. Our 200+ brands help form the backbone of key trends in the 21st century economy including the Industrial Internet of Things, and rapid advances in the Original Equipment Manufacturing (OEM) marketplace.

As a subsidiary of LAPP, a family-owned, global manufacturer of cable and connectivity products, our company is forged upon a base of 4 key values: Customer Focused, Family-Based, Innovative, and Success-Oriented.

In this important role, the ideal candidate will be responsible for the continued growth strategy in coordination with other members of our high-performing sales team.

Responsibilities:

- Application expertise and product design for new and existing customers
- Creating and delivering sales proposals
- Build and maintain strong customer relationships
- Develop new prospects within an assigned territory
- Making customer visits 4-5 days per week
- Identify competitive pricing to help maximize gross margin goals for the company
- Collaborate in a team-based environment to accomplish organizational objectives

Requirements:

- Strong technical skills with the ability to understand technical concepts and provide hands-on demonstrations of our products
- Self-motivated individual who is driven for success
- Proven success in market research, cold calling, lead qualification and closing business
- Outstanding relationship building and a committed team player
- High level of integrity
- Proficient computer skills with ability to learn our business and processes
- Travel required (some overnight) within assigned territory - Min of 70%

Education/Experience:

Bachelor's degree in Engineering, Business or related field or equivalent preferred
Minimum 2-3 years prior experience in the distribution industry and/or direct selling

Lapp offers a competitive compensation and benefit package