



BARR-THORP ELECTRIC

1-800-473-9123

T O D A Y ' S P R O D U C T S - T O M O R R O W ' S T E C H N O L O G Y

Automation Territory Manager

Barr-Thorp Electric is seeking an individual to join our Kansas City sales team that is interested in helping customers apply new technologies in the automation and motion control environment. The ideal candidate should be capable of demonstrating the following skills:

- Knowledge of electrical motors and control
- Ability to program and trouble-shoot automation systems
- Engineering or trade school degree
- Computer skills such as MS Outlook, Word and Excel
- Minimum of 2-5yrs successful sales career
- The ability to develop new accounts as well as growth of existing customers
- This position is accountable for the promotion and sale of a broad range of products under the direction of the Kansas City Sales Manager. Leading manufacturing product offerings such as Schneider Electric, Turck, Danaher and Weidmuller offer a wide variety of opportunities for this sales professional.

Responsibilities include: Develops new sales opportunities and addresses and services the needs of established accounts. Utilizes excellent product and customer knowledge to educate customers on pricing and application competitive advantages, and how they meet customer's needs. Negotiates and coordinates pricing strategies, market conditions and changes for applicable area. May input quotations, enter and manage orders. Identifies, develops, and implements training on automation, motion, HMI and vision systems.

This job has some travel but is limited to a 200 mile radius of the Springfield, MO and Kansas City metro areas. This position is challenging and fun as you help customers apply the latest technology to solve their manufacturing and assembly needs. Excellent compensation including sales incentives, 401k matching and health insurance.

Barr-Thorp Electric Company is an equal opportunity employer. Applicants receive consideration for employment without regard to race, color, religion, sex, age, national origin, disability or veteran status.

Please send resumes to jobs@barr-thorp.com

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