



Coastal Hydraulics, Inc. based in Charleston, South Carolina serves customers in multiple states. Coastal specializes in fabrication, assembly, repair, refurbishment, rebuilding, maintenance, design and replacement sales of hydraulic and pneumatic systems and components for industrial and mobile equipment.

We currently have an opening for an **Industrial Sales Representative** based in Charleston, S.C.

Job Purpose:

Generates revenue by soliciting and obtaining orders; understanding and interpreting technical requirements; providing technical information; developing accounts.

Duties:

- * Develops sales opportunities in existing accounts and soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations.
- * Assesses competitors by analyzing and summarizing competitor information and trends; identifying sales opportunities.
- * Fills orders by transferring orders to fulfillment; communicating expected delivery date and customer expectations.
- * Updates job knowledge by studying new product descriptions and technical certification programs; participating in educational opportunities.
- * Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.



Skills/Qualifications:

Meeting Sales Goals, Closing Skills, Prospecting Skills, Technical Understanding, Building Relationships, People Skills, Data Entry Skills, Customer Focus, Professionalism, Motivation for Sales. Best qualified candidates would have some industrial sales experience in hydraulic systems and repair. Higher level education in Sales, Mechanical Engineering, Industrial Distribution, Fluid Power or a related field preferred. Proven mechanical aptitude from mechanical education, specialized mechanical training or on-the-job mechanical experience is required. 75% same day travel required.

We offer

- Competitive compensation
- Expense reimbursement
- Company vehicle
- Profit Bonuses
- Comprehensive benefits package

To apply, please send resume with salary requirements via email to webinfo@coastalhydraulics.net