



Position: Outside Sales

Omni Powertrain Technologies is a global provider of product solutions for modern powertrains of mechanical, hydraulic, or electrical designs. Our clients are leading Original Equipment Manufacturers (OEMs) of off highway and on highway equipment. Our products find application in agriculture, construction, mining, commercial vehicles, and motorsports.

We can assist our customers' product development efforts through our capacity to internally design, develop, and manufacture custom powertrain systems, or by supplying discrete components to their specifications. We maintain manufacturing and assembly operations on three continents.

In business since 1958, we are privately owned, customer oriented and focused on succeeding in what we set our eyes on.

Summary: Constant contact and support to target customer base, prospecting for new opportunities, and serve as customer liaison; manage proposals and projects.

Job Description

- Constant contact, promotion, prospecting and business development with target customer base.
- Prospecting for new opportunities though building and maintaining a network of sources to identify new leads.
- Present sales presentations and educate potential customers on product solutions.
- Communicates with customers to identify possible products or solutions to meet their needs.
- Serve as a key product knowledge communicator
- Customer liaison and voice of the customer and garner internal support for customer projects
- Maintain regular contact with customers and updates on status.
- Manage all accounts through visit reports, uploading documentation, proposals and activities in Customer Relations Management System.
- Build relationships with a variety of functions within the customer's organization
- Product/market expert with a variety of customers and within select markets.
- Facilitate Omni and the customer's engineers work together towards the development of Omni Powertrain systems solutions.
- Serve as company liaison and internal representation to ensure the requirements are properly communicated
- Maintain product pricing to ensure appropriate competitive market pricing
- Follow industry trends to identify new opportunities for potential sales and monitor competitor activities.
- Recommend marketing strategies to target a specific market, region, etc.
- Attend trade shows as required
- 2 weeks/month on the road visiting customers.
- Other related duties as assigned.



Experience, Qualifications & Education

- Must have a proven track record of closing the sale
- 10-15 years related market experience and existing business contacts. College or technical degree preferred.
- Industry related experience to include technical knowledge of electrical, hydraulic and mechanical powertrains
- Understanding of applications of components and familiarity with engines and factors affecting technical requirements.
- Ability to apply knowledge from one model/type to similar equipment and machinery
- Strong verbal and written communication skills
- Must be able to work independently
- Proficient with Microsoft products
- Requires considerable travel (50%+) in the United States and Canada, including participation in related trade shows.

The markets Omni Powertrain targets are exciting and fast-moving, which require an aggressive and persistent sales approach. This position suits a self-reliant person well by allowing them the freedom to fully use their decision-making skills to move projects forward both at the customer location and internally.

➤ Comprehensive benefits package

Company's website:

<https://www.omnipowertrain.com/>