

LOOKING for a Professional who is in OEM manufacturing

Do you have experience in Industrial Sales and want to make a larger impact on the success of a very established business? We have been around for over 20 years and we are leaders in our industry, but we want to continue to grow. We are seeking a trailblazer to drive this initiative. You will be initiating and developing relationships with prospective manufacturing customers in the **medical device/furniture, oil and gas, capital equipment and commercial food equipment** markets across the country. The position will call on **OEMs** to sell 889's customized machining processes, aluminum extrusion, casting and more.

Our "hunters" require the following:

- **Targeting and pursuing** -significant production machining outsourcing and contract machining opportunities from OEMs in the **medical device/furniture, oil and gas, capital equipment and commercial food equipment** markets
- **Entrepreneurial "hunting"**, consistent and focused every day on **prospecting** and customer development effort that produces qualified leads, building relationships and resulting in sales
- **Understand the customer supply chain** – organize machined and assembled product engineering expertise and support to potential clients
- **Rally support around accounts** – build the customer- 889 relationship at multiple levels and roles
- **Aggressive networking**, working alongside our operations and leadership to develop a book of accounts and contacts that might benefit from product diversification
- **Working in an entrepreneurial, small business environment** - handle many responsibilities in the spirit of consistent improvement
- Comfortable with the **longer consultative sales cycle** and familiarity with **international markets**
- **Able to read technical drawings** - have a curiosity of how things work or are made

COMPENSATION AND BENEFITS

We offer a competitive base salary, and the opportunity to earn a generous commission.

Benefits include Medical, Dental, and Vision Insurance, vacation, and paid time off.

Candidates must be legally authorized to work in the United States without sponsorship.

Check out our glass door page

889 Global Solutions is an Equal Opportunity Employer and does not discriminate based on military or veteran status or any other legally protected classification. This is a non-smoking, drug-free environment. This job description is designed to be a good representation of the job requirements but is not a comprehensive listing of activities, duties or responsibilities required of the employee.

LOOKING for a Professional who delivers sales results

Do you have experience in Industrial Sales and want to make a larger impact on the success of a very established business? We have been around for over 20 years and we are leaders in our industry, but we want to continue to grow. We are seeking a trailblazer to drive this initiative. You will be initiating and developing relationships with prospective manufacturing customers in the medical device/furniture, oil and gas, and general industrial markets across the country. The position will call on domestic OEMs to sell 889's superior customized client solutions.

. Our "hunters" require the following:

- **Targeting and pursuing** - significant production machining outsourcing and contract machining opportunities from OEMs in the Oil and Gas, Medical Device, Medical Furniture, and/or General Industrial markets
- **Entrepreneurial "hunting"**, consistent and focused every day on **prospecting** and customer development effort that produces qualified leads, building relationships and resulting in sales
- **Understand the customer supply chain** – organize machined and assembled product engineering expertise and support to potential clients
- **Rally support around accounts** – build the customer- 889 relationship at multiple levels and roles
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