



Sales Manager for VFDs and Electrical Control Products

Olathe, KS

The Position

Logic, Inc. is looking for a sales manager that is responsible for creating and maintaining solid relationships and making business decisions for VFDs and electrical control products. The position requires a person comfortable with taking initiatives to grow the business, find areas of client needs, manage business negotiations, and review and approve other business decisions. Always having the customer's best interest in mind and working towards their success, the sales manager utilizes their engineering or industrial background and knowledge of the solutions offered through Logic, Inc. to drive sales with our company, influence manufacturer relationships, and consult with customers on what products fit in their application space.

Responsibilities

- Identifies, evaluates, and develops new business opportunities in order to expand business and increase profitability.
- Responsible for retaining and expanding existing company relationships, product lines or market segments, and soliciting new business from prospective customers and suppliers focused on VFD and electrical control products.
- Oversees sales activities to build on company strengths, promote products and opportunities with Logic Inc., identify potential new markets and business opportunities, increase market share, and strengthen company's competitive position within industry.
- Establishes relationships with potential customers and suppliers. Discusses unmet needs, problems, or complaints, and arranges for meetings with appropriate manufacturer representatives.
- Represents company in identifying, evaluating, and negotiating partnerships, alliances, and joint ventures in current and new business.
- Coordinates opportunities with regional internal and manufacturer resources.
- Creates and implements account business development activities including ways to identify quantity and types of projects, account discovery process, and leverage all manufacturer resources.
- Serves as liaison between regional operations, project management, key suppliers and marketing services.
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Qualifications

- Bachelor's Degree in Business, Marketing, Engineering, or other relevant field of study, or equivalent combination of education, training, and experience.
- Minimum five (5) years sales and business development experience, financial analysis, negotiation within sales of VFDs and electrical control products.
- Industrial technical sales background required with excellent verbal and written communication skills, detail orientation, and organizational skills.
- Proficient computer skills including MS Office, CRM and an ERP system (knowledge of Oracle CRM a plus).
- Ability to travel 25-50% of time.

Company Overview

Logic, Inc. is a regional high-tech distributor of industrial automation products. Since 1981, we have built a reputable organization that provides solutions and services with control products to aid engineers, system integrators, OEMs, IT and management professionals for process manufacturing industries. Our corporate headquarters is in Olathe, Kansas with sales offices in Wichita, KS, St. Louis, MO, Springfield, MO and Omaha, NE.

Why choose Logic, Inc.?

We seek out the best talent and provide you with resources, like continuous training and shadowing, to enable your success in sales. Choosing a career with Logic, Inc. means joining a great company that values employees, leads with integrity and strives to be at the forefront of innovation in industrial automation.

Benefits include a bonus program, comprehensive healthcare, 401k contribution, company car, iPhone, and other equipment for our sales team.

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Send in your resume today to resumes@logic-control.com