

**OUTSIDE SALES  
PASCO, WASHINGTON**



At Dykman, we are all about providing solutions to our customers. We have a work hard, play hard attitude and care deeply about our customers and colleagues. Dykman is a relationship-driven company leading the industry with the most complete inventory of electrical motors, drives, controls and reducers in North America. We are on a mission to deliver exceptional service and we are looking for an enthusiastic, motivated, and passionate individual to join us.

Our Outside Sales team is responsible for developing strong relationships to ensure customer success by formulating solutions. They acquire and maintain accounts, with the goal of long-term profitable growth through customer satisfaction and strategic partnerships. Are you ready to join us?

**Who You Are:**

- Self-motivated - committed to excellence and providing it to our customers; you take ownership in everything you do
- Tenacious - you love to roll up your sleeves, dig in, and work hard
- Agile - you're adaptive and show resilience in a fast-paced, dynamic environment
- Collaborative - you're a team player and value open communication, fun and integrity
- Technical - you're eager to learn, grow, and sell in an industrial electrical environment
- Confident – you're willing and experienced in making a pitch
- Solution-orientated - you're a good listener who can process issues and quickly problem solve
- Organized – you're able to manage many customers with attention to detail

**What You'll Do:**

- Hunt for new business opportunities within our core offerings and territory
- Develop and maintain customer relationships to solve problems and gain sales
- Network with existing accounts to provide continuous service and solutions
- Listen to identify customer frustrations and requirements
- Develop deep personal expertise and understanding of Dykman solutions
- Determine, prepare and pitch the best product offerings based on customer needs, schedule, and budget
- Determine and calculate product pricing and negotiate with customers
- Partner with vendors to provide product knowledge for customers
- Coordinate & schedule customer trainings, road shows, and lunch and learns
- Keep a healthy pipeline and exceed personal sales goals



### **Who We Are:**

- We're a wholesale distributor of electric motors, drives, controls and reducers
- Servicing various industries including: Agriculture, Oil & Gas, Water/Wastewater, Timber, Food Processing, Mining, and more
- We stock 16 million dollars' worth of inventory across our 12 warehouses, including Toshiba, Yaskawa, Siemens, GE, TECO, US Motors, Benshaw, NORD, Eurodrive, and others.
- We are a culture of "Yes," we believe that there is a "yes" with every interaction, with a colleague, customer, or vendor. We empower our teams to make that yes happen.

### **Job Perks:**

- Paid Flexible Time Off
- Paid Holidays
- Paid Healthcare (Full-time employees)
- Profit Sharing
- Health Savings Account (HSA)
- Dykman is an EEO/W/M/VETS/DISABLED Employer
- Team oriented family-friendly atmosphere

### **Application Instructions:**

1. Download application <http://www.dykman.com/About/Careers.aspx>
2. "Position Applied For" = **59A-TRI Outside Sales**
3. Complete & submit application and resume to [employment@dykman.com](mailto:employment@dykman.com)
  - a. Application must be submitted to this email in order to be considered for an interview