

**OUTSIDE SALES
PASCO, WA**



Dykman is all about solutions. We are enthusiastic, motivated and passionate people who absolutely love what we do. We work hard and play hard. We care deeply and we win.

Dykman is a wholesale distributor of electric motors, drives, controls, and reducers. Our team is on a mission to deliver exceptional service and we are looking for motivated people 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.

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 <https://dykman.com/wp-content/uploads/2020/06/Application.pdf>
"Position Applied For" = **103A-TRI Outside Sales**
2. Complete & submit application and resume to employment@dykman.com
 - a. Application must be submitted to this email in order to be considered for an interview