

**CONTACT:**

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**SALES REPRESENTATIVE – WISCONSIN AND NORTHERN ILLINOIS**

Bishop-Wisecarver Corporation is looking for a Sales Representative to lead the overall sales efforts by managing various sales channels such as Distribution, OEM and Design Integrators in Northern Illinois and Wisconsin.

You will be responsible for retaining customers and increasing customer loyalty and satisfaction, developing new customers, and increasing sales through active relationship development and account management and have a track record of meeting or exceeding your sales quota.

**Position Duties and Responsibilities:**

1. Develop relationships with specified customer segment to sustain and increase revenue levels through up-selling new products and services and order add-ons in order to meet or exceed revenue targets. Develop outbound calling list. Maintain daily documentation of customer interactions in InfoPoint and Syspro. Daily use of InfoPoint tasks, leads and Opportunity pipeline is required. Proactively customize communications and activities to support customers' relationships. Recommend solutions based on customers' needs. Meet customers' needs as communicated, both pre- and post-sales: order placement, billing issues, product and service information. Establish and maintain appropriate contact levels for each customer. Monitor effectiveness and cost efficiency of communication.
2. Sell company products to Authorized distributors OEMs and Design Integrators.
3. Conduct product training and application training at OEM and Distributor locations.
4. Review data on specific customers to determine customer behavior regarding historical dollar sales, product purchase and buying patterns. Analyze information and strategically plan communication. Analyze outside influences on behavior and incorporate into strategy. Create and deploy marketing collateral with marketing collaboration or independently with approval for Sales Management Team. Attend Sales Regional meetings; and other departmental meetings are required.
5. Participating in the development of literature and promotional materials/activities, trade exhibitions, and competitive analysis,
6. Work with Regional Sales Manager to ensure successful account coverage as required, ensuring smooth and seamless support for the customer.

**Qualifications:**

- BS/BA – in Business or Engineering ideal
- 1 to 3 plus years of experience selling to automation and motion control industries
- Over 75% of day travel within your region and quarterly trips to headquarters
- The ability to meet with engineers and assist with design and selecting products.
- Demonstrated prior success in achieving results using team-driven philosophies.

- Excellent verbal and written communication skills.

Encouraging our customer's imaginations through linear and rotary motion innovations since 1950, Bishop-Wisecarver Corporation is a second generation woman-owned manufacturing company that specializes in linear, rotary, and curved track guided motion technology and custom engineered solutions. Bishop-Wisecarver is the original creator of the DualVee® guide wheel technology, and we offer tough yet cost effective solutions that provide supreme performance advantages. Visit us online at [www.bwc.com](http://www.bwc.com) and connect with us through Twitter, Facebook, YouTube and Blogger.

If this opportunity matches your background and career goals, please email your current resume with a cover letter outlining your professional goals, where you found this ad, and your salary history and salary requirements to:

Katie Mendoza, HR Manager  
Bishop-Wisecarver Corporation  
Pittsburg, California  
E-Mail: [hr@bwc.com](mailto:hr@bwc.com)

Please include "Sales Representative" in the subject line

**In the interest of time, your cover letter, resume, salary history and salary requirements, and incentive compensation MUST be included for your candidacy to be advanced.**

Bishop-Wisecarver Corporation is an Equal Employment Opportunity/Affirmative Action Employer. We are committed to creating a diverse environment. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.