

# Rust Automation & Controls – Outside Sales Account Manager – Northern Los Angeles

## Role + Responsibilities

Rust Automation & Controls, a representative of Endress+Hauser Inc., is looking for an Outside Sales Account Manager to join our team, covering northern Los Angeles.

As an Outside Sales Account Manager, you will interact with industrial & commercial end users, original equipment manufacturers (OEMs), & system integrators to sell the products & services of the manufacturing partners that Rust Automation & Controls represents.

- Learn all products that are offered by Rust Automation & Controls.
- Prospect & promote products, solutions, & services to the commercial & industrial accounts within the territory.
- Grow territory sales and gross margin for assigned products through personal visits, video conferences, emails, text messages, & telephone calls.
- Engage dormant customers by way of personal visits, video conferences, emails, text messages, & telephone calls.
- Work with manufacturing partners via telephone calls, emails, text messages, webinars, seminars, & on-site visits.
- Work with the Sales Support Professional Team to supply needed information for customer accounts in a timely manner.
- Perform site walkdowns in industrial & commercial environments.
- Manage a robust CRM database with accounts, account contacts, active opportunities, & projects.
- Able to articulate solutions & work with a team to execute.

## Qualification + Profile

- Technical Degree or 2-3 years of Industrial Sales experience or related field.
- Travel in assigned territory with some overnight travel will be required.
- Self-motivated with the ability to set aggressive goals & execute plans to exceed them.
- Willingness to be teachable & learn.
- Demonstrate resilience with a can-do attitude.
- Excellent interpersonal communication, and the skill to listen first to the customer's needs.
- Ability to effectively manage customer expectations & anticipate potential opportunities.
- Ability to communicate in a timely manner to customers, Rust Automation & Controls managers, & manufacturing partners
- Ability to prioritize & manage time effectively to accomplish assignments & meet deadlines.
- Ability to work independently.
- Ability to use internal resources to produce a common result.
- Computer skills (Microsoft Office, NetSuite, Salesforce, etc.)



**AUTOMATION & CONTROLS INC.**

---

### **Company Info**

Rust Automation & Controls is family-owned business and possess a fantastic culture, balancing work, and family. With a strong pioneering spirit it has been offering industrial automation equipment and solutions since 1976. Headquartered in West Jordan, UT with dozens of satellite locations, Rust Automation & Controls covers more than 2 million square miles in the Western half of the United States.

- Do you have a pioneering spirit & are you looking to work for a growing company with a great culture?
- Do you enjoy working with a motivated team that provides the best solutions for their customers?
- Do you exemplify what great looks like?
- Do you enjoy solving problems?
- Do you accept challenges?

If you said YES to all these questions, then Rust Automation & Controls wants you to join our family!