**Rust Automation & Controls – Outside Sales Account Manager – Stockton CA / Central Valley**

**Role + Responsibilities**  
Rust Automation & Controls, a representative of Endress+Hauser Inc., is looking for an Outside Sales Account Manager to join our team covering Stockton California and the Central Valley.

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.)

**Company Info**  
Rust Automation & Controls is a family-owned business and possesses 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!