



AUTOMATION & CONTROLS INC.

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# Rust Automation & Controls – Inside Sales – West Jordan, UT

## Role + Responsibilities

- Provide technical, application and product support, including pricing and delivery information to salespeople and customers.
- Review incoming orders for proper product selection and application.
- Support Outside Sales with lead qualification/follow-up, Bid specifications and Project bid specifications.
- Answer sales personnel's questions about doing business with Rust Automation & Controls (tools and processes)
- Field visits to customer sites for relationship development, training, and driving sales.
- Owns and directly manages certain sales initiatives to drive business directly with customers.

## Qualification + Profile

- Actively seeks information to understand customer circumstances, problems, expectations, and needs
- Acts independently and on own initiative
- Uses understanding of customer needs to initiate solutions
- Implement customer feedback to improve overall experience and prevent issues from occurring
- Critical thinking and problem-solving skills
- Ability to read, analyze and interpret technical documents and bid specifications
- Ability to effectively present information in a clear and organized manner, and respond professionally and appropriately to questions of managers, reps, and customers



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## Benefits + Perks

- The security of working for a family-owned company
- A wide range of training opportunities
- Comprehensive benefits package which includes medical, dental and vision
- Generous paid-time-off
- Life insurance and 401(k) savings with company match

## 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!