

# JOIN THE VETTER TEAM!

German VETTER Industrie GmbH is a worldwide leading fork arm manufacturer for the Forklift, Construction and Attachments industry.

The subsidiary in the U.S., **VETTER FORKS INC.**, located in Chambersburg/PA is mainly focused on sales and distribution but also on the production of our QualityForks. Due to our continuous growth we are seeking a motivated **Sales Representative** for our **Northeast sales region** with a proven record of building and maintaining customer relationships. Join the team as a

## **SALES REPRESENTATIVE, full-time**

### **Responsibilities**

- Establish and enhance customer relationships in order to increase revenue and customer loyalty in the designated sales area – Northeast (MD to ME)
- Uncover sales opportunities with existing customers and prospects in the mentioned industries and new markets
- Interacting with various levels and functional areas understanding the needs of the customer
- Respond to requests for proposals, follow up chances and develop them into orders
- Convey product knowledge and value proposition to distributors and end users
- Work alongside with the entire VETTER-team in the U.S. and with the staff in German headquarters to transfer customer requirements into product designs and solutions

### **Requirements**

- High level of motivation
- Minimum of 5 years of B2B industrial sales
- Excellent proactive in- and outbound communication skills (face to face, phone and email)
- Good technical understanding (experience with forklift/construction equipment is a plus)
- Willing to travel into the sales region
- Ideal candidates will reside in the surrounding areas of Chambersburg/PA
- High school degree required, College degree preferred
- Strong PC and computer software experience MS Office and CRM Software
- Driver's license

### **Benefits**

- Healthcare
- Paid holidays
- 401 (k)
- Company-paid Short-Term and Long-Term Disability
- On-the-job training and skills development
- Being part of a well-established and growing family owned company

Send your application to [jobs@forks.com](mailto:jobs@forks.com)