

Outside Sales

Midwest Filtration is looking for a highly motivated Outside Sales to join our team. Outside Sales will be responsible for leading a specific sales territory for Midwest Filtration while selling nonwoven products and services into the territory.

To be successful as Outside Sales, he or she must possess an in-depth knowledge of filtration needs of the sales territory and our company's technical products and services. He or she must be able to relate this knowledge in a way that is understandable to non-technical customers and be driven to achieve sales goals.

Responsibilities:

- Develop the understanding of potential of the sales territory with Midwest product portfolio and capabilities
- Develop a growth plan for the territory with actionable targets and timelines
- Identify growth opportunities and pursue potential customers
- Develop and maintain relationships with key stakeholders of customers
- Identify and pursue new sales opportunities
- Collaborate with customers and internal teams to provide solutions to customer opportunities
- Provide technical expertise and support to existing and prospective customers and ensure customer satisfaction
- Deliver new business growth by winning sales opportunities
- Manage and maintain sales pipeline
- Meet or exceed sales targets
- Prepare and deliver technical presentations to customer
- Adhere to Company ISO policies/procedures

Requirements/Qualifications/Competency:

- 5+ years of industrial Sales or Sales Engineering experience required
- Nonwoven industry experience strongly preferred
- Bachelor's degree preferred
- **Language Skills:** Basic language skills required
- **Mathematical Skills:** Basic math skills required
- **Reasoning Ability:** Individual must have ability to make independent decisions that may be of a complex nature



- **Computer Skills:** Knowledge of Microsoft Windows and Office
- Individual must possess the capability to function within the ERP and CRM Process
- Ability to work independently and as part of a team
- Willingness to travel as needed, about 50%
- Must be able to work in a supportive team environment that is fast paced with a strong commitment to accountability.

This posting is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required in this job. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential functions.

About Midwest Filtration:

Midwest Filtration is a leading filtration solution provider who specializes in customized and engineered nonwoven media for the toughest challenges in both air and liquid filtration.

For over 38 years, Midwest Filtration has been serving filtration customers with the widest selection of the nonwoven materials and best-in-class converting services. Operating out of a 180,000 square foot state-of-the-art facility, Midwest Filtration has a proven & experienced team, a wide range of capabilities, and one of the broadest ranges of media selection, including the latest new technologies and new materials.

Midwest Filtration carries over 20 million yards of raw material inventory with 500+ different types of products. We are partnered with dozens of raw material suppliers globally to bring the best media solution to OEM's filtration needs. Our team draws on over one hundred years of technical and manufacturing expertise to provide the most cost-effective filtration and media solutions available. We thrive to provide a rapid response and the best customer experience.

Midwest Filtration, LLC. is an equal opportunity, affirmative action employer and considers qualified applicants for employment without regard to race, color, creed, religion, marital status, national origin, sex, sexual orientation, gender identity, age, physical or mental disability, veteran status, and those laws, directives, and regulations of Federal, State and Local governing bodies or agencies.



Job Type: Full-time -Remote

Pay types:

- Base Pay
- Incentives/Bonus on New Business
- Annual Performance Bonus based on goals

Standard Company Benefits

- Medical
- Dental
- Vision
- Supplemental Life Insurance
- 401K Match
- Etc.

Company Paid Benefits (at no cost to the employee)

- Life Insurance
- Short Term Disability
- Long Term Disability
- Employee Assistance Program
- Etc.

PLEASE SEND RESUME AND COVER LETTER TO:

Attn: Stephanie Huff

9775 International Blvd, Cincinnati OH 45246

Office (513) 874-6510

HR@midwestfiltration.com