

Position Title: Regional Sales Executive
Reports To: Director of Sales
Position Location: Portland, OR, or Remote
Position Type: Direct Employee, Full Time

About Pneu-Logic:

Pneu-Logic Corporation, a fast growing and innovative company based in Portland, Oregon, designs and implements advanced industrial compressed air management and control systems. As we continue to grow in size, product solutions, and expanded applications, we are seeking aggressive forward focused individuals with a track record of achievements and accomplishments who can operate in a professional manner that matches our culture and values.

Job Description:

- Manage direct and indirect sales activities in a specified sales territory.
- Qualify and coordinate assessment projects as well as Pneu-Logic solution sales to targeted accounts in the assigned territory.
- Identify and sign potential Alliance Partners and manage the partner to meet business plan objectives.
- Qualify, develop and close transactions of varying magnitude and complexity with a minimum of direct support.
- Achieve and surpass sales objectives quarter over quarter.

Requirements:

- Sales process and pipeline management experience.
- Demonstrated achievement in attaining sales objectives.
- Understanding of compressed air system design and function and/or track record of selling automation control systems to industrial environments.
- Ability to work inside industrial manufacturing sites, including the ability to pass and follow site safety procedures.
- Operate successfully from remote home office setting – if not located at main office.
- Able to travel 50-70%.
- Must pass drug screening test.

Compensation Framework:

- Base Salary
- MBO Bonuses
- Commission Plan
- Qualified Option Plan Participation
- Competitive Benefits Package

For immediate and confidential consideration, please send your resume to:
jobs@pneulogic.com

Please visit us at www.pneulogic.com