

Company Name: JPC America, inc.

Location: Lexington, KY

Job Title: Sales Representative

About JPC:

JPC America is a company that specializes in making coolant filtration systems, chip conveyors, and washers for the automobile industry. JPC is a Japanese company that was founded in 1976 and since then has established offices throughout Japan, China, and the U.S. The U.S. branch was founded in 2015. JPC America provides customer support, machine installation & modification, and sales for our North American Clients.

Who We Want:

- College degree
- A customer-focused attitude with a consultative approach to selling
- Excellent written and presentation skills
- Ability to absorb and maintain extensive product knowledge
- Proficient MS Office skills
- Is willing to travel 50% of the time (occasionally internationally)

What you will do

- Create and grow sales
- Build and sustain strong client relationships
- Manage and build strong relationships with field employees
- Perform administrative functions critical to the sales function
- The sales rep. will coordinate subcontractors, suppliers, vendors, customers, and engineers
- Purchase and monitor the delivery of all needed materials for the project(s) ensuring optimum prices, quality and conformance to specifications.
- Organize and maintain job files
- Good interpersonal, communication, and presentation skills along with the ability to prioritize activities to ensure client satisfaction is required.
- Standard computer skills - experience using Word, Excel, PowerPoint, Outlook or equivalents.
- This is a field-based sales position

Benefits

- \$40,000 - \$45,000 salary
- Health Insurance
- Company Car
- Company Phone and Computer