



## ***FLUID POWER PRODUCTS, INC.***

302 Turnpike Road  
Southborough, MA 01772

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### **Entry Level Outside Applications & Sales Engineer**

May 20,2022

***Fluid Power Products, Inc.*** Is a leading Applications & Systems Engineering company in the Hydraulics Industry. Core to our philosophy is the design and development of signature manifold solutions & systems using Sun Hydraulics cartridge valve technology and other manufacturers we represent for the OEM and User customers in New England. We have engineering and sales offices in Southborough, MA and Sarasota, FL and offer 3D modeling and in-house assembly and inventory to reach and maintain customers.

We are seeking an Entry Level Outside Applications & Sales candidate to join our team. You will resolve customer questions and develop application engineered hydraulic components and engineered systems solutions.

#### **Responsibilities:**

- Present and sell company products and services to new and existing customers
- Prospect and contact potential customers
- Create strong value add relationships with customers and vendors
- Resolve customers inquiries and complaints
- Set follow-up appointments to keep customers aware of latest technology
- Create sales material to present to customers including quotations, hydraulic circuits, and 3D assembly models

#### **Qualifications:**

- Strong mechanical aptitude and previous mechanical engineering experience
- Candidate must possess strong interpersonal skills, work well in a team environment, have strong communication skills, and be a people person. Must be self motivated and able to solve problems independently with minimal supervision
- Strong computer skills and familiarity with popular software packages including Microsoft Excel, Word, as well as 2D & 3D modeling platforms
- Ability to build rapport with clients & strong negotiating skills

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***Specializing In Hydraulics Systems & Components***

- Deadline and detail oriented
- Motivated self starter

**Program:**

- Will develop and train qualified candidates from Inside to Outside sales techniques
- Will train qualified candidates in the application & sales of Industrial Hydraulic Technology
- Goals to grow a territory to ultimately support 100% commission compensation 1.25 to 1.5 times greater that starting compensation.
- Current Outside Sales Engineer earnings are unlimited and based solely on customer sales and gross profit performance.

**Benefits Offered:** BCBS Health & Dental (100% company paid single, 95% Company paid family plans).  
401K Company sponsored retirement plan  
Company paid life and disability insurance  
10 paid holidays annually

Submit resumes in confidence to: [HR@fppinc.com](mailto:HR@fppinc.com)

FPP is an equal opportunity employer.

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