



Full-system solutions. Total flexibility.

MFP Automation Engineering
4404 Central Parkway
Hudsonville, MI 49426
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Subject: MFP Fluid Power Automation Sales Engineer Position for established territory

MFP is a leader in the fluid power industry specializing in hydraulics, pneumatics, automatic lubrication systems, and electrical automation. Our approach to the market is from a technical, problem solving aspect to best meet our customer's needs. Educating our customers about the advancements in Automation technology has become the underlying theme for MFP Automation Engineering and continues to be a source of growth for our company.

MFP is looking to hire a Fluid Power Automation Sales person that is as dedicated to the industry as we are! This position requires technical expertise with at least 3 years of experience and people skills. The corresponding territory is already established.

Job Purpose:

This position will directly support a currently established territory in West Michigan selling fluid power and electrical automation solutions to OEM special machine manufactures. The individual must have a strong technical background and experience in the fluid power/industrial automation industry. Experience in applying fluid power/automation products in the industrial sector is required. Experience relating to industrial fluid power automation components, motion control products, variable frequency drives, and sensors is desired. We seek a motivated individual, with a strong track record and technical ability who is motivated to success and seeking to advance their career with a strong company focused on growth.

Duties:

- Develop sales strategies and plans to acquire new business for assigned solutions and services
- Grow and gain market share within our industry
- Maintain and grow market share with assigned accounts
- Qualify customer opportunities and coordinate the solution design
- Brings the right resources to the table to impact the customer's decision process and present solutions to the customer
- Learn the product base and have competency with demo equipment
- Prospecting and qualifying leads

Skills /Qualifications:

Skills in the following preferred:

- Ability to handle several simultaneous projects and manage competing priorities
- Highly productive with creative problem-solving qualities
- Able to read and understand circuit diagrams (AutoCAD a plus)
- Presenting technical information efficiently based on the audience
- Understands equipment maintenance
- Conceptual skills
- 3 Years of on the job professional experience
- Electrical or Mechanical degree
- Knowledge of Automotive Specifications
- Fluid Power Certification

Experience in the following preferred:

- Hydraulic Fluid Power Systems & Components
- Industrial Controls
- Variable Frequency Drives
- Sensors
- Actuators
- Servo Motors
- Gearbox / Gearheads
- Cable Technologies
- Pneumatic Components (Valves, Actuators, End Effectors, etc..)
- Electrical Motors
- General knowledge of machine control & PLC interface

Compensation:

- Salary / Commission
- Company smart phone provided
- Fixed vehicle expense reimbursement
- Health benefits

Please Contact:

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