

ORGANIZATION: MFP
POSITION: BUSINESS DEVELOPMENT REPRESENTATIVE

ONLINE LISTING

JOB AD TITLE

BUSINESS DEVELOPMENT REPRESENTATIVE

ADVERTISEMENT BODY

- **Top 30 distributor of motion control, fluid power and automation products**
- **Customer service role with excellent salary and strong support structure**
- **Must be prepared to travel to Hudsonville each day**

We're looking for an enthusiastic, friendly, and talented person to become our new, full-time Business Development Representative.

Who is MFP?

MFP is a leading USA distributor of motion control, fluid power and automation products. We provide a complete range of automation products and solutions to industry including pneumatics, hydraulic power units, custom manifolds, servo motors, motion control products and more.

Our extensive products and solutions coupled with an unbending commitment to customer service has made us a trusted name in the industry.

What's on offer?

- Health benefits
- 2 weeks PTO
- Bi-annual performance reviews, with bonus potential up to 6%

Career development opportunities, growth coaching

About the role

Your primary focus will be to use your sales skills to take charge of our sales pipeline and win new accounts and projects for our power transmission solutions.

On any given day you will:

- Conduct business development appointments over the phone (utilizing a headset and a web conference). You'll lead discovery sessions that demonstrate how our products and solutions are efficient and cost-effective.
- Manage the sales pipeline. You'll manage flow of transactions from opportunity to close, follow up on quotes, and close sales.

- Record phone call and meeting data. You'll need to keep our CRM up-to-date with your call results to assist opportunity management and reporting.
- Report at sales meetings. You'll regularly update the management team on the performance of the overall sales function as well as the status of discrete opportunities.

Skills and experience needed

You'll have a natural disposition towards helping others and project a friendly, professional demeanor always. You'll have natural confidence on the phone, and the smarts to guide people to the best solution.

Here are a few specifics of what we're looking for:

- Ideally 2 years in a sales environment. B2B experience would be ideal and you're confident in negotiation and problem solving.
- A team approach. This role requires you to work collaboratively with colleagues to bring the product and sales message to life.
- Excellent written and verbal communication skills—there is a heavy amount of writing and presenting/selling ideas in this role.
- Technical ability with MS Office suite (Outlook, Excel, Word, PowerPoint) and you know your way round a CRM.

We look very favorably on candidates with experience selling industrial equipment to OEMs or those who can demonstrate an understanding of **motion control, fluid power and automation products**.

We will provide full training and ongoing support.

How to apply

Please send your resume to info@mifp.com if this sounds like the role for you. Please include a custom letter explaining why you are the outstanding candidate for this role and a copy of your resume.

Good luck!

MFP is an equal employment opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status or any other characteristic protected by law.