



PARKER HANNIFIN CORPORATION

POSITION TITLE: Technical Sales Development Program
DEPARTMENT NAME: Field Sales
REPORTS TO: Marketing Services Manager/Regional Manager

BASIC FUNCTION:

Train for future position as a Territory Manager responsible for the growth of market share in a sales territory through application of Parker products and the management of the assigned area. Acquire skills to produce maximum dollar sales and provide quality service. Develop insights to division/customer/distributor relationships and how to support them on a continuous improvement basis.

SCOPE/SUPERVISION:

Participate in technical and non-technical training at the divisional, group, and corporate levels. Learn products, systems design, and distributor relations for future assignments and territory management.

RESPONSIBILITIES:

- Train at various division facilities and attend prescribed product training schools
- Learn to maintain current customer accounts and develop new customer accounts along with a distributor and/or directly with an original equipment manufacturer
- Learn to train distributor and/or customers regarding new products and applications
- Build an effective relationship with an assigned mentor
- Learn to present positive self-image and make good business decisions
- Learn to provide timely reports summarizing business activities
- Learn to develop new product/market plans with regional and division management
- Attend Professional Selling Skills, Professional Sales Negotiations, Professional Sales Presentations, Business Financials, Business Conduct, Personal Branding, Customer Service, Marketing Tools, Value Capture, and other sales related courses
- Research assigned products and/or markets

REQUIREMENTS:

- Bachelor's degree; engineering or business major is preferred
- Technical competence; being mechanically inclined is preferred
- Work experience in sales or marketing is a plus
- Overnight travel greater than 50-75% for the first 12-18 months
- Relocate domestically to assigned field/territory after the program with the new location to be determined and communicated at the end of the training program
- Work experience in an industrial/manufacturing environment is a plus
- ITAR eligibility (i.e. US citizen, permanent resident, refugee, or asylee)

Note: If Parker is scheduled to interview on your campus, then all applicants must apply via their school career center's web site

An Equal Opportunity Employer: Minority/Female/Disability/Veteran/VEVRAA Federal Contractor

Parker is an Equal Opportunity and Affirmative Action Employer. Parker is committed to ensuring equal employment opportunities for all job applicants and employees. Employment decisions are based upon job related reasons regardless of race, ethnicity, color, religion, sex, sexual orientation, age, national origin, disability, gender identity, genetic information, veteran status, or any other status protected by law. U.S. Citizenship/Permanent Resident is required for most positions.