



Job Title	Pneumatic Specialist	
Location	Preferably based in the areas of Raleigh, NC or Richmond, VA	
Division/Dept.	Region 3	
Reports to	Regional Sales Manager	
Type of position:	Hours <u>40 hrs./ week</u>	Notes:
<input checked="" type="checkbox"/> Full-time w/benefits <input type="checkbox"/> Temp Full-time w/o benefits <input type="checkbox"/> Part-time w/o benefits <input type="checkbox"/> Temp Part-time w/o benefits	<input checked="" type="checkbox"/> Exempt <input type="checkbox"/> Nonexempt	

GENERAL DESCRIPTION
<p>As a member of the Pneumatic Team, the Pneumatic Specialist's focus is providing support and management of pneumatics within the designated region.</p> <p>Primary responsibilities include but are not limited to:</p> <ul style="list-style-type: none"> <li>• Promotion of pneumatic products and systems within the APR           <ul style="list-style-type: none"> <li>○ Develop and track pneumatic opportunities and growth</li> <li>○ Develop target accounts</li> <li>○ Assist general line salesmen in sales calls and presentations</li> <li>○ Assist general line salesmen in quota obtainment</li> <li>○ Review and present pneumatic quotations</li> <li>○ Make sales calls and presentations with core vendors</li> <li>○ Train general line salesmen on pneumatic products and services</li> <li>○ Participate in regional meetings</li> </ul> </li> <li>• Technical support for pneumatic / automation product sales and implementation           <ul style="list-style-type: none"> <li>○ Perform troubleshooting and/or short term programming support for pneumatic customers</li> <li>○ Perform programming and configuration as it relates to sales</li> <li>○ Develop programs and applications to promote pneumatics</li> <li>○ Ensure pneumatic customer service and satisfaction</li> </ul> </li> <li>• Provide leadership and direction for pneumatics / automation and the corporation</li> <li>• Support key corporate initiatives and all technology divisions for the advancement of the L&amp;H organization as a whole</li> <li>• The Pneumatic specialist will work closely with the Pneumatic Marketing Manager in the development and execution of growth strategies</li> </ul> <p>Responsibilities in the areas of Standard Product and Vendor Management are:</p> <ul style="list-style-type: none"> <li>• Promoting product, especially Standard Product where they exist for a vendor</li> <li>• Riding with Sales Manager, Product Support Specialists, Vendor Reps when required</li> <li>• Coordinate Special Price contracts with the Sales Manager and work directly with the Product Manager to renew the contracts</li> <li>• Developing engineered solutions that include Standard Product</li> </ul>

QUALIFICATIONS
<p>To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.</p> <p><b>Education</b></p> <ul style="list-style-type: none"> <li>• Minimum Associate's Degree or equivalent from a two-year college or technical school</li> <li>• Preferred: Bachelor's Degree (B.S.)</li> </ul>

**Experience**

- 2+ years of Automation Systems & Pneumatic design
- Additional related training preferred

**Certifications**

- Preferred: Fluid Power Pneumatic Specialist

**Skills/Competencies**

- A keen attention to detail with strong organizational skills
- Ability to work independently and manage multiple tasks
- Excellent written and verbal communication skills
- Committed team player with caring attitude
- Self-starter capable of managing existing accounts as well as finding new business
- Need a strong technical skill set geared towards pneumatic products and systems

**Travel Requirements**

- Fifty percent (50%) travel within Region 3 (Eastern NC, Virginia, West Virginia)

**Language Ability**

• Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public

**Math Ability:**

• Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, and percent and to draw and interpret bar graphs.

**Reasoning Ability:**

• Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

**Computer Skills:**

• To perform this job successfully, an individual should have knowledge of and be proficient in Microsoft Office and Excel.

**Supervisory Responsibilities:**

• This job has no supervisory responsibilities.

**Work Environment:**

• The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

• The noise level in the work environment is usually moderate.

**Physical Demands:**

• The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

• While performing the duty of this Job, the employee is regularly required to sit; use hands to finger, handle, or feel and reach with hands and arms. The employee is occasionally required to stand and walk as well as be able to speak and hear. An employee would need to be able to have the ability to have clear vision at 20 inches or less.

• While performing the duty of this Job, the employee must be able to drive and possess a valid driver's license.