



# Central States Industrial Equipment & Service Inc.

2700 PARTNERSHIP BLVD., SPRINGFIELD, MO 65803-8208 U.S.A. • 417-831-1411 • 800-654-5635 • FAX 417-831-5314

**JOB TITLE:**

Outside Sales – California

**JOB SUMMARY:**

Unique opportunity for a top producer in the Central Valley and Southern California areas.

The ideal candidate must have prior success selling high end engineered products and systems to buyers, management, and or directors of large corporations in a competitive market and against established vendors.

You must be willing to prospect and find new opportunities. You must be excellent at finding new opportunities, building relationships, growing existing accounts and have excellent listening skills and problem solving skills. You should be a self starter, be highly motivated and goal oriented and able to work without supervision but as part of a team. This person must be willing to travel at least 60% of the time.

Experience with fluid handling equipment for the food, dairy, beverage processing industries helpful.

We are hiring for the Central Valley and Southern California areas.

**EDUCATION:**

High school diploma/GED; required  
Bachelors degree w/ marketing emphasis; preferred

**EXPERIENCE:**

Customer service experience; required  
Computer proficiency; required  
MS Word; required  
AS400; preferred  
Equipment sales experience in food and/or pharmaceutical industries, desired  
Exposure to estimating design and application of process equipment, desired  
Mechanical aptitude; desired

**OTHER:**

Valid California driver's license  
Clean driving record

**COMPENSATION:**

Base salary plus commission  
Excellent benefit package including medical, dental, vision, life, short-term disability, long-term disability, and 401(k)

**HOW TO APPLY:** Send resume to: OR Email resume to: [hr@csidesigns.com](mailto:hr@csidesigns.com)  
Central States Industrial

ATTN: Human Resources; 2700 Partnership Blvd.; Springfield, MO 65803