

## Lifting Specialist

### JOB POSTING – Indusco Wire Rope & Supplies - Baltimore, MD

#### Sales Specific:

1. Manage current sales territory and grow customer base and top line sales
2. Generate leads as well as pursue company generated leads
3. Coordinate with management to qualify opportunities
4. Promote and grow sales for all products, such as steel wire rope, overhead lifting products, above and below the hook rigging, cranes, crane service and hoists
5. Solve customer problems/needs and suggest solutions
6. Plan time and work in an organized fashion in order to penetrate and grow a sales territory
7. Demonstrated ability to develop and present professional proposals and close business
8. Plan, organize and coordinate with management to qualify opportunities, projects or contract management
9. Manage customer relationships including key accounts and prospects

#### Company Specific:

1. Market The Mazzella Way, training customers about safety, planning, tools and performance
2. Create opportunities that solve customer problems or needs; suggest solutions that meet customer requirements in all areas from production through maintenance
3. Recommend product and service enhancements that improve sales and capitalize on margin potential
4. Promote service and training programs that assist customer in all overhead lifting product areas, above or below the hook, slings, cranes, hoists, and wire rope systems
5. Work with Segment Managers to develop, monitor and achieve segment targets and goals
6. Grow sales in ALL Mazzella Business Units for all product offerings
7. Report and discuss customer issues: opportunities, threats, internal or external with management as needed
8. Maintain knowledge of current OSHA & ASME Standards
9. Maintain awareness of competition, their strengths, weaknesses and tactics

#### Qualifications:

- 4 Year Degree from an accredited college or university; Business, Finance, Accounting, Economics or Marketing Degree preferred
- Experience in overhead lifting/rigging products preferred
- Excellent written and verbal communication skills
- Must be detail oriented with the ability to multi-task, self-motivated and disciplined
- Strong analytical, conceptual and planning skills
- Solid understanding of business concepts, ethics and metrics
- Overall PC literacy (All Microsoft Office Suite Products) including the ability to use CRM for business information tracking
- Demonstrated mechanical aptitude

If interested in applying for this position, please submit your resume and letter of intent (why you feel you would be a good candidate for this position) to [careers@mazzellacompanies.com](mailto:careers@mazzellacompanies.com) or fax resume and cover letter to 440.239.5703.

Or, mail resume and cover letter to:

Human Resources	Mazzella Companies
21000 Aerospace Parkway	Cleveland, OH 44142