

# Job Description



## Lifting Specialist

### JOB POSTING – Mazzella Lifting Technologies Charlotte, NC

#### Position Summary

Generate new revenue producing business via field sales visits and phone contact; help customers understand the benefits of using Mazzella Companies products and services. Responsible for achieving maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively selling products and services. Develop relationships to be able to sell to new prospects; maintain current relationships to sell additional products and services.

#### Duties and Responsibilities

1. Sell products and services within an assigned territory and utilize a consultative approach through field visits and telephone sales to new and existing customers; recommend product and service enhancements that increase sales and capitalize on margin potential.
2. Understand customer base and Company products and services. Seek opportunities to solve customer needs and provide solutions that meet customer requirements in all areas from production to maintenance.
3. Prepare and present professional proposals that aid in closing business.
4. Partner with Inside Sales Department to achieve customer retention goals.
5. Utilize the Company's customer relationship management system to maintain complete call records and valid customer/account information which supports increased product sales goals.
6. Promote services and training programs that assist customers in all overhead lifting product areas, above or below the hook, slings, cranes, hoists and wire rope systems.
7. Partner with Segment Managers to develop, monitor and achieve segment targets and goals. Identify customer issues and partners with management to address any customer opportunities or threats.
8. Plan, organize and coordinate with management to qualify opportunities, projects or contract management.
9. Maintain knowledge of competitive landscape; maintain knowledge of current OSHA and ASME Standards.
10. Other duties as assigned

#### Education:

A high school diploma or GED is required; an undergraduate degree from an accredited college or university with a focus in Business Administration, Finance, Accounting, Economics, Marketing, or related discipline; in the absence of a degree, directly-related job experience serving in an industrial sales role, where a number of years and proven knowledge may offset the degree requirement.

## Experience & Skills

- At least 5 years of prior industrial sales experience with proven experience meeting and exceeding sales goals
- Experience in overhead lifting/rigging products is preferred
- Requires a results-oriented individual (“hunter” mentality) who is detail-oriented, self-motivated and disciplined
- A proven track record of building and maintaining effective customer relationships within different organizations to meet or exceed established goals for product sales
- Demonstrated strong organizational abilities, prior experience utilizing a Customer Relationship Management system for business information tracking
- Must be able to lift or pull a minimum of 50 pounds
- Requires solid written and verbal communication skills
- Demonstrated mechanical aptitude
- Strong analytical, conceptual and planning skills are required
- Excellent math skills and overall PC literacy (Microsoft Office) is required
- Must be detail oriented, self-motivated and disciplined with the ability to multi-task
- Must successfully complete drug screen, physical and E-Verify

## Travel

- Travel for this position is frequent; more than 50%

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

Mazzella Companies participates in the federal government’s E-Verify program. With all new hires, we provide the Social Security Administration and when applicable, the U.S. Department of Homeland Security with information from each new employee’s Form I-9 to confirm work authorization.

This job description is not meant to be an all-inclusive list of duties, functions and/or responsibilities of this position. Other related functions and responsibilities may be assigned by the immediate supervisor as required to complete assignments or initiatives. Mazzella Companies reserves the right to change, add, delete or modify job functions as necessary based on business necessity. The Company or employee, independently, has the right to terminate employment at any time for any reason; employment is at will. This job description does not promise or guarantee continued employment with Mazzella Companies.