



**SEMLER INDUSTRIES, INC.**  
3800 North Carnation Street  
Franklin Park, IL 60131-1202  
<http://www.semlerindustries.com>  
Fax: (847) 671-7686  
E-mail: [hr@semmlerindustries.com](mailto:hr@semmlerindustries.com)

*Profile*

**Outside Sales Representative**

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### **Objective:**

The function of the Outside Sales Representative is to profitably grow the organization's revenue by meeting or exceeding sales goals and gross margin requirements within the assigned territory, market(s), and product group.

### **Accountable For:**

1. Identify prospects, create and identifying sales opportunities, and generate sales growth.
2. Further develop and penetrate existing account relationships to create additional sales opportunities.
3. Build and maintain Semler's brand and reputation within designated markets.
4. Coordinate and communicate effectively with internal personnel in order to facilitate efficient order processing and fulfillment

### **Minimum Requirements:**

1. Must have a valid driver's license.
2. Must have the ability to speak, write, and comprehend written and verbal instructions in English.
3. Must have a willingness to learn and the ability to learn quickly.
4. Must maintain a professional appearance and demeanor.
5. Communicate and interact with internal and external parties in a diplomatic and pleasant manner.
6. Must arrive on time for each work day, ready and prepared to perform expected tasks.
7. Maintain clean and organized work area.
8. Regularly report on activities, accomplishments, and challenges; including maintaining an accurate and up-to-date list of contacts and any interactions with current and prospective customers.

### **Compensation:**

1. Competitive starting salary
2. 401(k) and profit-sharing plan
3. Health and dental plans
4. Short and long-term disability insurance plans

### **Our Company:**

Semler Industries, Inc. was founded in 1905 and remains a family owned and operated business. We provide a close-knit family culture and value our employee's loyalty and experience. While some of our employees have been with us for over 40 years, we place high value on creating a welcoming environment for our newly hired employees.

We serve a variety of long-standing, but evolving, markets and are not only driven to innovate new products for the industries we serve, but also to penetrate new markets with customer oriented solutions to the challenges they may face. Our products include equipment that transfers, measures, stores, and purifies liquids for a variety of industries including:

- Aviation
- Pharmaceutical/Medical
- Food and Beverage
- Chemical Production
- Fuels and Lubricants
- Power Generation
- Fluid Recycling and Environmental Clean-up

Our client list includes industry giants such as:

- Southwest Airlines
- United Airlines
- Miller Brewing
- Caterpillar International
- And many, many (400+) more...

Our recent history has had high-growth, which is expected to continue for years to come. We can offer potential career advancement opportunities for those who perform exceptionally, meet and exceed performance goals, and demonstrate a team mentality through personal accountability and responsibility.