



Valves and Pumps for Extreme Environments

Sales Representative Job Description

Doering Company

Compensation: \$50k - \$55k, plus commission

Job Title: Sales Representative – Industrial Valves & Pumps & Manifolds

Location: Five-State Territory (Up to 15% Travel)

Exempt level role

Summary:

The Sales Representative will be a motivated and self-driven individual who will grow our business in industrial valve and pump and manifold products. This role is focused on new business development—identifying, prospecting, and securing new accounts in target markets. The ideal candidate is an energetic self-starter with strong technical aptitude and a proven track record of exceeding sales goals. The individual will be the key external contact while leveraging our internal technical experts for product knowledge and support. It's a new role with a great opportunity to build a career in sales.

Key Responsibilities:

- Develop and manage relationships with a wide range of industrial clients who utilize hydraulic pumps, valves, manifolds and related systems.
- Proactively identify, prospect, and develop new business opportunities in assigned industrial markets.
- Build and maintain a strong pipeline of qualified leads through cold calling, networking, industry events, and digital prospecting.
- Deliver persuasive sales presentations, proposals, and product demonstrations to decision-makers at all organizational levels.
- Understand customer needs, applications, and challenges to recommend tailored industrial solutions.
- Negotiate pricing, terms, and contracts to close deals while maintaining profitability.
- Collaborate with internal teams (engineering, operations, customer service) to ensure smooth onboarding and customer satisfaction.
- Consistently meet or exceed new business revenue and margin targets.
- Report on pipeline development, forecasting, and competitive market intelligence.
- Identify, pursue, and close new sales opportunities to meet and exceed revenue goals.
- Manage the full sales cycle from prospecting to closing, while maintaining excellent client service.
- Collaborate with internal technical specialists to address client needs and deliver tailored solutions.
- Maintain accurate records in CRM and provide regular reporting on pipeline, activity, and results.



Valves and Pumps for Extreme Environments

Qualifications:

- BA/BS in Business, Engineering, or related field preferred (or equivalent work experience).
- 5+ years of industrial sales experience; experience with valves, pumps, manifolds, hydraulics, or fluid handling systems a strong plus.
- Able to travel up to 15% to visit clients, attend trade shows, and develop market presence.
- Demonstrated ability to independently manage a territory and customer portfolio.
- Strong communication, presentation, and negotiation skills.
- Technical aptitude with the ability to understand and convey product applications (internal technical support available).

What We Offer:

- Base Salary: \$55,000 annually for the first 6 months during training and transitioning to \$50,000 annually after month 6 as commissions begin
- Commission: Eligible to earn commission starting in month 6, with sales sourcing opportunities beginning in month 5 and recognized for payment in month 6
- Support and training to help you succeed in technical industrial sales
- Career growth potential with the ability to directly shape business success
- Opportunity to work independently while supported by a strong internal technical team.
- Diverse client base across industries with long-term growth potential.
- Company resources and tools to support your success.

Doering Company is a subsidiary of Wilson Tool, a globally recognized organization, with expertise in Punching, Bending and Stamping. Doering specializes in the design and manufacturing of valves, pumps and manifolds and is known for high precision. This role will be integral in building a presence with customers and contribute to the success and growth of the organization.

EQUAL OPPORTUNITY EMPLOYER

Wilson Tool is an equal opportunity/affirmative action employer Women, minorities, individuals with disabilities, and veterans are encouraged to apply.