



DARTRONICS, INC.
PACKAGING AUTOMATION SPECIALISTS

Dartronics, focusing on the last 100 feet of a production line, is a leader in providing computerized marking, coding, identification and packaging equipment / automation solutions in the Tri-State Area.

If you have good technical skills, the ability to analyze a situation and develop a solution, then we would like to talk to you. We are looking for the right person who wants to work for a successful and growing company. This position, for the right individual, will reward you both professionally and financially as the possibilities are endless.

Qualified applicants must have:

- Bachelor's degree or relevant work experience, preferably in mechanical or electrical engineering.
- Ability to manage existing clients while expanding your business and territory with new customers.
- Good analytical skills.
- Ability to "think outside the box" to develop and implement a solution.
- Willingness to learn and desire to work hard
- Good presentation and organizational skills.
- Ability to sell solutions to the Plant Manager, Production Managers, Operations Managers, Purchasing managers, and C-level executives.
- Gains customer acceptance by explaining or demonstrating cost reductions and operation improvements.
- Consultative selling approach.
- Ability to work independently from home office.
- Desire to earn a six figure income annually.
- Verifiable background.
- Previous experience selling packaging machinery or technical sales is a plus.
- You must have good interpersonal & negotiating skills; and have an impact-making presence.
- Must have good understanding of business programs, ACT! Microsoft Office Suite.
- Must have good driving record, valid driver's license, and ability to use personal car for business travel. Car allowance is provided.

As we continue to expand, we now have outstanding opportunities for recent college grads looking for a career opportunity with a growing technical sales organization.

Salary, commissions, benefits, and other incentives create an overall lucrative package for the right individual. Dartronics provides not only product knowledge and reinforcement but also provides a business development staff with ongoing sales training, strategies and philosophies to provide them with the edge necessary ensuring the highest income potential. Dartronics is an equal opportunity employer.

Please submit resume and cover letter to: jobs@dartronics.com