



## **Outside Process Instrumentation Sales Representative (Inside Training Period: 8 Months)**

**Location:** NC and SC

**Job Type:** Full-Time

**Salary:** Base + Commission

**Experience Level:** Entry to Mid-Level

### **About Us:**

Statesville Process Instruments is a leading provider of process instrumentation solutions, offering high-quality products and services to industries such as pharmaceutical, food, energy, chemical, aerospace, wet side textiles, plastics, heat treating and more. We call on engineering, design, maintenance, OEMs and other fields involved in process monitoring and control. We are seeking a motivated and technically inclined **Outside Sales Representative** to join our team.

This role begins with an **8-month structured inside sales and training program** to develop your industry knowledge, product expertise, and sales skills. After successfully completing the training, you will transition into a field-based outside sales position. Do not let the technology scare you.

### **Key Responsibilities:**

#### **Inside Sales & Training (First 8 Months)**

- Learn about our product lines, applications, and industry-specific solutions.
- Support the sales team by market research, handling customer inquiries, preparing quotes, and assisting with order processing.
- Engage with customers via phone, email and internet marketing to build relationships and identify potential sales opportunities.
- Work closely with senior sales representatives and technical teams to understand customer needs.

#### **Outside Sales (After 8 Months)**

- Manage and grow a designated sales territory by developing new business and nurturing existing accounts.
- Conduct site visits, present product solutions, and provide technical guidance to customers.
- Build strong relationships with clients in industries such as Power, Aerospace, Food & Beverage, Pharmaceuticals, OEMs and more.
- Work collaboratively with inside sales team to ensure excellent customer service and satisfaction.

- Meet and exceed sales targets and KPIs.

**Qualifications:**

- Sales experience (technical sales preferred (but not required)).
- Bachelor's degree or equivalent experience. (but not required)
- Strong communication and interpersonal skills.
- A technical mindset with the ability to learn complex products.
- Self-motivated and eager to build a long-term career in sales.
- \*Willingness to travel regionally once transitioned to outside sales.

**What We Offer:**

- Competitive base salary with uncapped commission potential Start at \$1k per week.
- Comprehensive training and mentorship.
- \*Company car or travel stipend upon transitioning to outside sales.
- Healthcare, 401(k), and other benefits.
- A dynamic, supportive, and growth-oriented work environment.

**Ready to launch your sales career in a thriving industry? Apply today!**



Frank L Johnson      Statesville Process Instruments

111 Temperature Ln   Statesville NC 28677

w 704.873.3626      cell 7049290863

[SPI](#)                      [temperature@msn.com](mailto:temperature@msn.com)

**Safety comes from mastery of your environment  
and of yourself. It is won through individual effort  
and cooperation. Only informed, alert and skillful  
people who respect themselves and have a regard  
for the welfare of others can achieve it.**