Sales Trainee Program

Company Description:
Look inside many of the world’s most recognizable landmarks, and you will find Victaulic. Whether it’s joining the piping systems at the Hoover Dam or the Bird’s Nest National Olympic Stadium in Beijing, Victaulic is there. Founded in 1919 and headquartered in Easton, Pennsylvania, Victaulic is the world’s leading ISO 9001 certified manufacturer of mechanical pipe-joining products with over 3,500 employees worldwide. Victaulic has led the industry for more than 95 years and continues to grow its outside sales team. At Victaulic, we don’t sit back and enjoy success. We move forward and strive to grow. We are the global leader in mechanical pipe joining innovations, and have the most tenured, largest, and best-trained sales team in the industry. We continue to add high-powered sales representatives to our company, and help them build a successful career with our leading organization. Victaulic sales representatives are out on the road every day, meeting with valued customers, visiting job sites, and building relationships with key stakeholders to ensure continued growth and success. Our sales team consists of self-starters with strong problem solving skills, mechanical aptitude, the ability to communicate effectively with a diverse customer base, and a powerful drive to succeed.

Position Description:
Sales Trainees receive six months of in-depth training to gain understanding of Victaulic Products, company, customers, and sales cycle. The training includes a combination of in-field training, classroom instruction, product training, sales skills development, exposure to several key sales support departments, and facility visits. After successful completion of the training, trainees are given the opportunity to manage and grow their own territory within a specific market and promote the Victaulic mechanical piping system concept and wide range of services. This is an entry-level position.

The position benefits consist of a competitive base salary, incentive compensation plan, company automobile and gas card, laptop computer, and cell phone. Victaulic also offers comprehensive company benefits including: Medical, Prescription, Vision, Dental, Life Insurance, 401K with Company Match and Retirement Contribution, Flex Spending Plans, Paid Holidays and Vacation, Tuition Reimbursement, Education Matching Gift, Referral Bonus, and Adoption Assistance.

Qualifications:
- Well-rounded individual with an outgoing personality who is a team player and enjoys working with people
- Strong work ethic, with solid verbal and written communication skills
- A self-starter, consistently striving to be the best
- Strong organizational and problem solving skills
- Above average mechanical aptitude and desire to sell a technical product in a competitive market
- Ability to effectively interact with and relate to a diverse customer base
- Four year degree in sales, engineering, business, or liberal arts major
- Previous experience in sales or a sales internship role is a major plus
- Precious experience or exposure to construction industry also a major plus

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