



# Southwestern Industries, Inc.

## Sales Trainee

### Job Description

#### Company

SWI is a manufacturer in the field of metalworking machinery. Our main product is a specialized computer that controls machine motion. The main office is in Rancho Dominguez, CA just south of Los Angeles. We have customers all over North America. For more information about the company, see our website at [www.southwesternindustries.com](http://www.southwesternindustries.com).

#### Job Mission

The Sales Apprenticeship Program develops people for a career in Industrial, or Business-to-Business Sales. It combines progressive work experience, product training and sales training in a challenging environment that will extend the skills of the apprentice rapidly.

#### Job Overview

The Field Sales Apprentice begins his career in the Southwestern Industries' Field Service Organization. As a Field Service Technician he provides a high level of service and installation support to customers. At the same time he is learning the products and the skills needed to perform consultative selling. The Apprenticeship should lead to promotion to Field Sales Representative.

For more detailed information, see our booklet: [Sales Apprenticeship Program Information \(F10094\)](#).

#### Qualifications

- Interest in manufacturing technology.
- Appropriate personality for consultative selling.
- Ability to learn and apply new concepts.
- Bachelor's degree in Business or Engineering (preferred).
- Some work experience.

#### We are proud to boast:

- Factory-direct sales.
- A flat management structure that keeps Sales Representatives connected to all levels of management.
- Competitive products that yield superior solutions in our chosen niche.
- A value-added, consultative selling process.
- Close relationships with our customers.
- Excellent compensation.
- A competitive benefits package.
- A long history of stability and growth.
- Excellent product and sales training programs.

***Already have experience in Sales or Machine Shops? Contact us for information about our Field Sales Representative positions.***