



Laidig Systems, Inc. is actively interviewing for an **Industrial Salesperson** concentrating on minerals, mining and related industries. Laidig, a worldwide leader in storage and reclaim solutions is seeking a positive, high energy, self-directed individual to expand our current presence in the handling of high density materials. A BS degree or equivalent is required. Three to five years outside sales experience and exposure to markets involving minerals, mining and other industrial related industries is preferred. This position reports to the Vice President of Sales.

Specific responsibilities include:

- Inside sales training for the first several months. This will include learning about the company, equipment, and services as well as sales training.
- Working and traveling with the experienced salespeople to learn the sales process and assist with the completion of proposals.
- Working and traveling with members of the service/construction team to learn “hands-on” knowledge of Laidig applications and equipment.
- Ultimately responsible for direct sales activity to key players in industries with high density material storage and reclaim requirements and oversight of manufactures representatives and agents.

Applicants should have the following qualifications:

- Experience in markets involving minerals, mining and other industrial industries.
- A reasonably strong technical understanding and interest.
- Curiosity and desire to learn.
- Enthusiastic attitude and people skills.
- Strong written and verbal communication skills.
- Must be willing to travel extensively with approximately with 40 to 50% overnights out.
- Must locate relatively near the Mishawaka-South Bend area.
- A reasonable “risk taker” but balanced with reality.
- A temperament and personality to work well with a team of people.
- Professionalism, honesty, and integrity.
- Highly competent in Word, Excel, and PowerPoint.

Laidig is an engineering and manufacturing company, providing custom-engineered material handling systems that are known throughout the industry for their quality and durability. Laidig has pioneered the development of automated storage and reclaim since 1961, and is a noted provider of dry-bulk silo reclaim systems around the world. They design, market, manufacture, and service a wide range of storage and reclaim systems, and excel in providing customized solutions for materials with special handling requirements, especially those that require exceptionally rugged, extreme-duty reclaimers. Their research and testing has resulted in the development of systems that are well-suited for the storage and reclaim of grain meals, whole grains, wood chips, sawdust, recycled materials, cement, fly ash, FGD Gypsum, coal, powders, biomass and other hard-to-handle bulk solids. Further information about Laidig can be found at laidig.com.

Laidig offers a generous benefit package including a matching 401k, health, life, dependent life, AD&D, disability, H.S.A., dental, & vision insurance, paid time off, & paid holidays.

Qualified individuals should send their resumes to Susie Sheridan-Hall, Human Resource Manager, susiesheridanhall@laidig.com.

EOE/M/F/V/H