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October 21, 2022

## International Sales Executive

### TOWHAUL CORPORATION

**TowHaul** Corporation, a leading manufacturer of off-road mining equipment, is currently seeking a trustworthy individual eager to take the next step in their sales career. This position is responsible for expanding our international network of customers in the Canadian, African and Australasian markets as well as managing our existing clients in these same regions.

Salary: Base Salary DOE + commission

#### **RESPONSIBILITIES** (include but are not limited to)

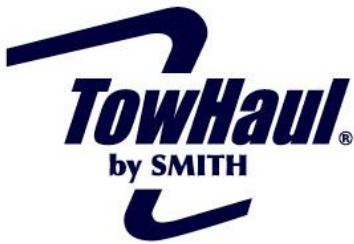
- Develop strong client centric relationships through the execution of ongoing client needs analysis, troubleshooting and recommendations
- Sales prospecting, research and reporting
- Continuous learning and understanding of mining industry
- Create quotations of **TowHaul** products and sell to customers and/or dealers
- Frequent international travel to mine site, requires a passport and knowledge of travel requirements
- Attend and initiate meetings with engineering, service, systems and other internal departments through sales cycle
- Exceed customer expectations – every day on every project – with honesty, integrity, and respect

#### **REQUIRED SKILLS**

- Excellent sales, customer service and follow-up skills
- Good listening skills
- Ability to balance the needs of the company and the needs of the customer
- Adaptable, flexible, trustworthy, upbeat and positive attitude
- Strong written and verbal communication skills
- Self-reliant
- Good problem-solving skills

#### **EXPERIENCE AND EDUCATION**

- 3-5 years sales experience with proven proficiency in consultative sales
- Bachelor's degree in engineering, business or a related field or combined total years of experience
- Foreign language skills a plus (French or Dutch in particular)



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### **SUCCESS FACTORS**

- Strong team contributor
- Confidence, leadership qualities and a track record of business development
- Planning, managing multiple projects and agendas
- Problem analysis and resolution
- Technical and mechanical aptitude
- Loyalty and commitment to **TowHaul's** culture of innovation
- Computer and CMS proficient

Physical demands and work environment:

*The physical demands and work environment described here are typical, however not intended to be all-inclusive and are subject to change per the environment. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions for the position.*

- Physical demands: required to sit and stand at work station and for international travel, sit for extensive periods of time. Perform repetitive motions and lift up to 25 pounds. PPE is often required. Employee will be required to climb on/under equipment in various environmental conditions.
- Work Environment: The noise level in the work environment is usually moderate, however can be sever and caution shall be executed with the use of PPE as required.

Performance standards:

- Delivery of accurate, consistent work with good attention to detail
- Attain annual goals established between general manager/supervisor
- Represent and market **TowHaul's** product, sales and service in an ethical and professional manner at all times

Valid Passport required as international travel is an integral part of the position.

Valid Driver's License Required

Compensation will be a base salary as well as commission, benefit package, PTO and 401K.

Expectations:

All employees are expected to interact with other members of the organization in a professional and respectful manner, with the goal of producing on-time and high-quality work being the highest priority. All employees must maintain excellent communication with supervisors and engineers and a professional attitude and approach to issues within the company.

*We are a drug free workplace and require pre-employment testing.*



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#### Benefits of Employment:

In addition to excellent career growth opportunities, Federal Signal Corporation offers a wide array of benefits including: bonus potential, insurance (life, medical, dental, vision), paid holidays, paid vacation, and 401(k) with matching contributions. We provide our employees with a smoke-free, drug-free workplace.

#### About Us

For over 40 years, TowHaul has been dedicated to designing and manufacturing the most reliable, efficient, and adaptable off-road equipment in the mineral extraction industry. Driven by customer need, we have created custom solutions for towing and hauling in the most extreme conditions on Earth. From the Australian Outback to the Arctic Circle, TowHaul creates products that meet and exceed our customers' towing and hauling needs. For more information visit [www.towhaul.com](http://www.towhaul.com)

We are a "Solution Driven" manufacturer for the mining industry. At Ground Force Worldwide we design, engineer and manufacture the World's Finest Mine Support Equipment. We offer a diverse product line for surface & underground mining and have trucks working in over 60+ countries worldwide. We have been providing our customers and dealers with custom solutions for over 30 years. Our history of innovation and strong customer relationships around the world prove us a World Leader in our industry. For more information, visit [www.gfworldwide.com](http://www.gfworldwide.com).

Federal Signal Corporation (NYSE: FSS) provides products and services to protect people and our planet. Founded in 1901, Federal Signal is a leading global designer and manufacturer of products and total solutions that serve municipal, governmental, industrial and commercial customers. Headquartered in Oak Brook, IL, with manufacturing facilities worldwide, the Company operates two groups: Environmental Solutions and Safety and Security Systems. For more information on Federal Signal, visit: [www.federalsignal.com](http://www.federalsignal.com).

The Company is an equal opportunity employer. Qualified applicants will not be discriminated against on the basis of, and will receive consideration for employment without regard to, race, color, religion, national origin, sex, sexual orientation, gender identity, age, disability, genetic information, status as a protected veteran, or any other protected category, characteristic, or trait under applicable law. If you require reasonable accommodation in the application process, call Human Resources at 406-388-3424. All other applications must be submitted online at [www.federalsignal.com](http://www.federalsignal.com) under the careers tab.