



International Sales & Customer Support

Company Description:

For nearly half a century NOSHOK, Inc. has been a pioneer in our industry by continually providing innovative solutions, unparalleled customer support, outstanding value and a broad offering of premium quality product lines.

Established in 1967, NOSHOK, Inc. was one of the first companies to offer a liquid filled pressure gauge. This leading-edge feature slowly caught on as the industry began to recognize the extended service life and enhanced performance that a liquid filled pressure gauge offers. Since those early years, we've built on that foundation of quality and value, and grown to be an industry leader in the international marketplace, delivering Measurement Solutions to a wide variety of industries including oil & gas, fluid power, general industrial, automation, chemical processing, manufacturing, water & waste water, food & beverage, and many more.

We continue to forge ahead with our continually-expanding product offering, industry-leading warranties and forward-thinking customer support tools such as our mobile web site, one of the first of its kind in our marketplace.

Training/Internship:

The NOSHOK, Inc. Trainee/Intern Program consists of a 6 to 12 month development program designed to provide strong knowledge in all of our product offerings while preparing the individual for an external sales role. As part of this development program, the individual will be responsible for a number of administrative duties depending on the company's needs while simultaneously completing product knowledge training in each of our production departments. The goal of the program is to equip the individual with the necessary tools and product knowledge to be successful in both customer support and a competitive instrumentation sales market.

The individual will be responsible for:

- The completion of a 6 to 12 month training program where the individual will gain product knowledge in our key instrumentation areas: Pressure, Level, Temperature and Force measurement solutions and Valve products
- Learning about the measurement instrumentation industry in general



- Gaining a general understanding of internal operations by shadowing or working in all production and administrative departments
- The assembly and calibration of all measurement instrumentation
- Verification of customer requirements through production orders
- Weekly debriefs and discussion
- Gaining a general understanding regarding the differences between international and domestic B2B sales
- Becoming familiar with international sales processes such as: international free trade agreements, NAFTA and certificates of origin, export compliance, customs requirements, etc.

Job Description:

An international customer support and sales career at NOSHOK, Inc. embodies our company's quality and value approach to business since our early years. We place a strong emphasis on a team driven strategy that provides the necessary support to grow our business. A NOSHOK international team member must be self-motivated, organized, and driven to work in a territory that will eventually require consistent international and domestic travel. We demand our team members take ownership of their careers and success. As a customer support and sales team, we exemplify a level of integrity, customer service, and professionalism that sets us apart from others in the industry.

Upon successful completion of the training program, the candidate will move into a role within our international customer support and sales team while assuming responsibility for the following:

- All customer support duties for further product knowledge development
- The growth of sales volume and market share within the assigned geographical region once territory is available
- Generating revenue and meeting customer support and sales targets
- Developing and qualifying leads within respective territory to drive additional sales and distribution opportunities
- The product training of existing distribution as well as prospective new distributors and direct customers
- Assisting distributor sales associates as required to promote NOSHOK products and provide technical assistance



- Attending industry tradeshows for the promotion and awareness of the NOSHOK brand name as well as the product lines
- Assisting with and verifying the calculation and validity of all customer quotations
- Providing support to the International Accounts Manager along with submitting activity reports, prospective customers leads, and current distributor updates to the Export Sales Manager

Qualifications:

- Bachelor's Degree or current undergraduate student in final year - business related field of study preferred
- International student preferred
- Fluent in English and Spanish required (written and verbal)
- Minimum of 1 year business to business (B2B) customer support and/or sales experience preferred
- Self-motivated and goal driven individual
- Ability and willingness to travel both domestically and internationally on a continuous basis if needed
- Willingness to relocate if needed
- A valid and current US visa to freely leave and re-enter the country during employment period for non-US nationals
- Valid driver's license
- Knowledgeable in Microsoft Office (Outlook, Word, Excel, PowerPoint)

Compensation/Benefits:

NOSHOK is committed to maintaining a positive and healthy work environment, in which its employees can thrive and grow personally as well as professionally.

We offer a comprehensive benefits program and strongly adhere to family-friendly policies; including medical, dental, vision, life insurance, long term disability, accidental death and dismemberment insurance, paid holidays and vacation time, and a 401k profit sharing plan with an employer matching contribution.



Our state-of-the-art facility was built with not only the efficiency and success of our business in mind, but also the comfort and health of our employees. From the soothing waterfall in our main lobby, to the open and flowing office space, to the 2-story wall of windows that allows natural light throughout the building, NOSHOK's Corporate Headquarters was designed to be a place you want to come to every day.

Employee amenities include a well-equipped workout facility, tanning bed, steam room, sauna, multipurpose studio, lockers and showers, and an employee cafeteria with internet café. In addition, NOSHOK includes "Club 1010", an in-house after-hours lounge for employees which includes a bar, large screen TV, video games, ping pong table, shuffle board and pool table.

- Base salary and commission
- Monthly/Quarterly performance bonuses and incentives
- Comprehensive 6 to 12 month development program (paid internship for graduates or OPT candidates)
- Annual recognition & employee appreciation events