



1328 East 43rd Court | Tulsa, Oklahoma 74105

Ready to bridge sales with the industrial marketplace? We want to hear from you.

For more than 20 years, Noria has revolutionized the way organizations manage and monitor lubricants for maintaining optimum reliability and safety. As *the* trusted advisor to the world's leading organizations, it is our mission to help companies enable reliability through better lubrication processes.

We are looking to expand the Noria family by adding a full-time **Account Executive** to our Sales Team in Tulsa, Oklahoma. Our Sales Team is a fast-paced department focused on providing long-lasting solutions to a company's biggest pain points by sharing Noria's story, conveying the value of our products and services and demonstrating how our solutions have helped organizations around the world transform their facilities.

As an Account Executive, your primary responsibilities are to meet or exceed sales objectives related to Lubrication Program Development (LPD) projects, workforce solutions, onsite training and general consulting.

A typical day involves:

- Developing strategic plans and strategies
- Identifying and developing new markets, new business opportunities and new customers
- Develop customer relationships
- Calling on customer management, upper management and VP-level decisionmakers
- Developing a sales pipeline
- Maintaining an understanding of product and service offerings
- Making recommendations on product and service development
- Identifying new or emerging revenue streams

We want to hear from you if you have:

- Bachelor's degree
- 5 years' experience as a sales professional in the industrial marketplace
- Extensive experience with mechanical equipment
- Extensive experience with industrial reliability, machine condition monitoring and lubrication best practices

If you have these extras, it will set you apart from the rest:

- ICML certification
- SMRP certification

Does this sound like the perfect job for you? Take the first step in joining one of the **Top Workplaces in Oklahoma** for the past two years by sending your resume to hr@noria.com. We look forward to hearing from you!



www.noria.com



800.597.5460



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