



Technical Sales Representative

Founded in 1991, Transatlantic Connection and its TAC Rockford division provide products and engineering services to manufacturers. Our company is located in the heart of Rockford's River District — a great place to work.

Work for us!



As Technical Sales Representative with Transatlantic Connection, Inc. and its TAC Rockford division, you will provide sales support and technical relationship management for customers in the machine tool, automotive, aerospace, and other diverse manufacturing industries.

If you are seeking a high-impact sales role in a small, friendly office environment, this could be an ideal opportunity. You will be a “go-to” member of our technical sales team. As Technical Sales Representative, you will need a sense of flexibility and the ability to handle the unusual with minimal direct supervision. Your willingness to go the extra mile to help our customers won't hurt either. Computer proficiency is a must.

Customers

Most products we sell solve a unique need for our customers: you will be working with different customer challenges and products virtually every day. Many are engineered solutions that require technical familiarity with CNC machining centers.

For the professional with a strong technical knowledge base, this is an opportunity to work with an amazingly global customer and supplier base. A supplier can be in Texas with product going to a manufacturing plant in Korea, or from Germany to an aerospace company in Seattle, or from Rockford to a machine builder in Austria — and that's before lunch! Virtually every day will involve communication with a far away place.

Duties

- Fielding customer inquiries via telephone, fax, and e-mail
- Working with suppliers and customers to develop solutions
- Requesting pricing from suppliers and generating quotes for customers
- Serving as the primary contact for key customers
- Sales development with existing and new customers
- Customer visits when appropriate to develop new business, assess customer needs, and provide product support

In addition to regular supplier and customer interaction, special projects, occasional production responsibilities, and routine office duties are a part of the position. Everyone at our company wears the proverbial “many hats” of a small business.

To apply, please e-mail your resume to info@TACRockford.com. Visit www.TACRockford.com/careers/ for more information on this position and our company.

Transatlantic Connection and TAC Rockford are not affiliated with TAC, formerly known as Barber-Colman.