

120+
NUMBER OF YEARS
IN BUSINESS

90
NUMBER OF
COUNTRIES SERVED

1,000+
NUMBER OF EMPLOYEES
WORLDWIDE

6
NUMBER OF
MANUFACTURING
LOCATIONS:
Mason, OH; Gainesville, GA; Winston-Salem, NC;
Dzierżonów, Poland; São Paulo, Brazil;
and Aveiro, Portugal

4
NUMBER OF
CONSECUTIVE YEARS
Lincoln Electric has been named one of
World's Most Ethical Companies.

WORLD'S MOST
ETHICAL
COMPANIES
WWW.ETHISPHERE.COM
4-TIME HONOREE

APPLY TODAY!

If the Technical Sales Development Program sounds like
the exciting opportunity that you've been searching for, then apply today!

>> harrisproductsgroup.jobs.net



The Harris Products Group
A Lincoln Electric Company
4501 Quality Place • Mason, OH 45040
Human Resources: 1.513.234.9480
harrisproductsgroup.jobs.net
Sales Department: 1.513.234.9273



**AT HARRIS,[®]
OUR WORK KEEPS
THE WORLD RUNNING**



**Turn to the
Pros**



THE TECHNICAL SALES DEVELOPMENT PROGRAM
PREPARES YOU FOR A LONG, REWARDING CAREER
WITH NEW EXPERIENCES DAILY

WHERE MOTIVATED PEOPLE FIND SUCCESS

Our Technical Sales Representatives (TSR) find success from having access to **a full tool kit and an experienced operational and sales team to support their efforts.** Starting with a solutions-oriented attitude, each graduate of the Technical Sales Development Program gains a foundation of knowledge within a variety of industries that Harris Products Group® serves, setting them up for **career-long success.**

WHO WE ARE

Since 1899, Harris Products Group has maintained a set of core values, pushing us to **operate at a higher standard with customer-focused solutions and an innovative product strategy.** After inventing the flame-cutting torch, Harris has expanded with a worldwide infrastructure and a network of distributors and sales offices selling our products in more than 90 countries. Harris Products Group is a Lincoln Electric® company.

Our retail division, Welding, Cutting Tools and Accessories (WCTA), keeps Harris and Lincoln Electric products available both on the shelves and online at the most respected retailers in the country.

Harris is now the industry leader in equipment and alloys used in a variety of cutting and joining processes, making us one of the top performing companies in the Lincoln Electric family of companies.

If you want an exciting career within a dynamic environment, we are your right fit.



CUSTOMER ACCOUNT

Within your customer account portfolio, you will develop unique solutions for a variety of customers that will cross growing industries like:

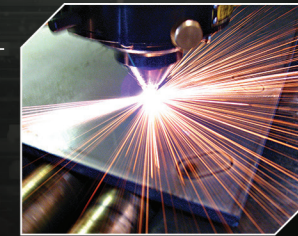
METAL FABRICATION
Welding/fabrication, ship building, erectors
(such as *Caterpillar®* and *John Deere®*)

MEDICAL/ANALYTICAL LABORATORIES
Medical, research, forensics and more
(such as *Pfizer®*, *college labs* and *P&G® labs*)

HVAC/R & PLUMBING
Contractors and OEM manufacturers
(such as *Carrier®* and *Rheem®*)

MANUFACTURERS
A wide range of manufacturers
(such as *Nissan®* and *Honda®*)

RETAIL
DIY and small contractor markets
(such as *Home Depot®*, *Lowe's®* and *Grainger®*)



WHY BECOME A TECHNICAL SALES REPRESENTATIVE?

Our TSR program offers recent college graduates **training in all aspects of the company.** The program is perfect for those ready to **rise up to a challenge** and begin a problem-solving career.

In our program, you will complete **intensive training on our products, applications, and value-added sales strategies.** We will give you the foundation on selling techniques that each person will adapt to their own unique style.

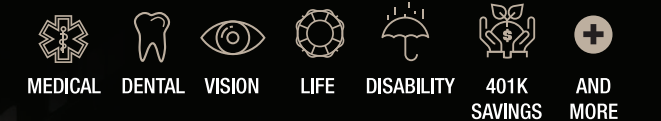
After completing the training program, you will be assigned a sales portfolio, team and manager/coach that matches your strengths and interests. **We offer you an opportunity to grow into any number of career paths,** including sales management, product management, and marketing research.

PREREQUISITES

- Bachelor of Science degree in **Business, Engineering or Marketing** related degree
- **Minimum GPA** of 2.8
- Strong interest in **technical sales**
- **Excellent written and verbal** communication skills
- **Highly motivated and self-confident**
- Desire to work in a **manufacturing environment**
- Ability to **travel 50% of the time**
- **Eligible to work in the United States** on a full-time basis

BENEFITS

COMPREHENSIVE & COMPETITIVE COMPENSATION + **PERFORMANCE-BASED BONUS OPPORTUNITY**



TRAVEL SCHEDULE: UP TO 50%



TOBACCO & DRUG FREE WORKPLACE



WE ARE AN EQUAL OPPORTUNITY EMPLOYER

APPLY TODAY!

If this sounds like **the exciting opportunity that you've been searching for,** then apply today!

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