



Position: Outside Sales Representative – Machine Shop

Farris Automation is a supplier of custom automated assembly equipment for the automotive, heavy industrial, and general manufacturing industries. We offer complete turnkey systems from concept to installation. Farris Automation employs engineers, machinists and assemblers in Mukwonago, WI. See our website at www.farrisautomation.com for more details.

For our 2026 business goals, Farris is looking to double our machine shop size and capabilities. We are looking for an experienced Sales Representative to join our team and grow this division.

Job Description:

This will be a very independent, self-driven position that will require you to expand upon our existing customers, develop new relationships and provide strategic proposals to improve our existing shop.

Requirements:

- 5 years of Sales experience in machine shop services
- 2 years of quoting customer prints
- High level of organizational skills, Microsoft products and communication.
- Experience in providing order summary reports to machine shop
- Driver's license

An ideal candidate will have 3 or more of these skills:

- Previous hands-on machining experience
- Knowledge of materials and finishes
- Knowledge of prints and geometric tolerances
- Microsoft Word, Outlook and Excel

Standard work week:

- We expect 3 days of travel around SE Wisconsin building relationships and obtaining applications.
- Remaining days are in the office, generating quotations and following up on sales orders.

Potential for growth

- We have multiple internal projects that need representation. After a proven track record, you will have an opportunity to sell products in the medical or racing industry.

Benefits:

- 3 weeks of vacation, + holidays, + Flex Hours, comp time
- Job training in new technologies for current applications
- 401k, Health insurance, Life Insurance, Dental and Vision
- Flexible work hours to fit family needs
- Positive work environment in a small company (20-30 employees)
- Being part of a growing company & industry

Interview Questions:

- 1.
- 2.
- 3.
- 4.
- 5.