

what is industrial distribution?

industrial distribution is business-to-business sales and service for parts and equipment.

Industrial distribution professionals are an essential part of the supply chain that keeps our national economy moving. Wherever you find an enterprise turning out goods and services efficiently and profitably, you'll find an industrial distribution professional. Industrial distributors play a vital role in making every product you have ever used, and will ever use.

Industrial distributors are like any other organization – they need qualified individuals in every area – IT, sales, marketing, purchasing, accounting, operations, etc. Industrial distribution offers a range of immediate career opportunities for smart, self-motivated individuals. There are jobs available in every U.S. state and Canadian province. Industrial distributors range in size from small family-owned businesses to multi-million dollar companies with branches in countries around the world.

The industrial distribution profession requires the ability to ask the right questions, identify the problem, find the solution, and deliver results – promptly. For industrial distribution professionals, each day brings a new challenge.

Let's say you get one of the many available and incredibly rewarding jobs in industrial distribution. One of your customers is a microbrewery, and their bottling machine has just gone down. They've been your customer for three years now, ever since you suggested a new conveyor belt that ramped up production by 50,000 barrels per year and helped them expand sales into three more states. They're in the business of making great beer, not fixing bottling machines.

That's where you – as Outside Sales Manager – get involved. You're pretty sure you know what's wrong with that particular bottling machine, and you know your warehouse has all the parts they need. You calm the plant manager down and tell him you'll have someone out in half an hour since you are only three miles away. Before you hang up, the plant manager says it's good to have an industrial distributor on his team.

here are some of the positions you can apply for:

buyer

average salary: \$43,500*

- Coordinate all activities involved with procuring goods and services.
- Negotiate with suppliers on price, availability and deliver.
- Review proposals and contracts and make recommendations to buy.

Prove yourself as a Buyer and you could move up to Senior Buyer (Salary Range: \$62,299 - \$80,144**) and then to Vice President of Purchasing (\$95,000*).

outside sales manager

average salary: \$41,500*

- Build relationships with your customers and assure their needs are met.
- Manage multiple accounts simultaneously and respond quickly to all customer requests.
- Responsibility for the profit and loss of your area.

Keep those customers happy and before you know it, you'll move up the ladder to Branch Manager (\$57,316*) and on to Vice President Sales (\$95,000*).

hardware/software installation & support

salary range: \$43,899 - 59,150**

- Analyze, troubleshoot, repair and maintain the computer system, technical network, and peripheral equipment.
- Assure appropriate working of data transmitting equipment.
- Utilize diagnostic programs and electronic test equipment.

You can step up the ladder to Information Technology Manager (\$62,866*) and then move into the Chief Information Officer position (\$109,200*).

warehouse supervisor

average salary: \$37,966*

- Plan work schedules and assign duties to your staff.
- Assure processes are completed including prompt shipping, receiving and recording of shipments.
- Maintain accurate inventory of all items to make sure demands for products will be fulfilled.

Prove yourself as a Warehouse Supervisor and your next operational position could be Branch Operations Manager (\$46,338 - \$59,292**) and then on to Vice President Operations (\$95,000*).

industrial distribution has many opportunities
for **incredibly rewarding**
careers in the field

there are more than
240,000
wholesale distributors
in the U.S.

A light brown map of the United States is positioned behind the text, showing the outlines of the states.

industrial distributors
are located in each of the
50 states



plan on
hiring new
employees

in 2012 there were nearly **1,863,000 jobs**
for wholesale and manufacturing
sales representatives

2022
projections are at
2,032,300 jobs for wholesale and manufacturing
sales representatives