

Job Description

Western US Regional Sales Representative
Hughes NA
Sarnia, ON

The purpose of this position is to manage the assigned geographic and account regional territory for Hughes Safety Showers. The regional representative will perform direct selling activities to the assigned existing and new customer base within the region.

Job Functions and Contributions:

Account Management/Customer Contact- Visits, Execute day-to-day call cycle management, using a wide variety of techniques, from traditional sales methods to highly technical consultative sales techniques. Staying in front of customer. (Up to 80% of time).

New Account Acquisition: Initiates and coordinates development of action plans to penetrate new markets with cold calls, gaining company registrations and standards and actively searching for new accounts.

Sales and Regional Planning: Complete and execute against a regional sales plan that includes the activities of both the Regional Manager and Account Manager positions. Develop plans to manage existing customer relationships; while exposing new customers to Hughes products to grow new customers and markets.

New Product Roll-out: Visit key accounts, representatives and others to market new products. Prepare presentations, proposals and sales contracts.

Pricing / Account Administration: Provides timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin. Maintains accurate records of all pricings, sales, and activity reports for support.

Trade Shows/Trade Shows: Participate in marketing events such as seminars, trade shows, and telemarketing events.

KNOWLEDGE, SKILLS & ABILITIES

- Bachelor's degree and five years' experience preferred
- Proven experience in selling and sales management
- Experience working in a team environment preferably with a small to medium size company.
- Proficient in Microsoft Office, sales or customer software
- Proven experience managing current customers and engaging new customers.
- Demonstrated leadership in project management.
- Basic math and financial logic.
- Must be able to navigate as needed all work areas including but not limited to customer sites, offices and manufacturing plant.
- Must be able to travel approximately 80%.