



Field Sales Representative

Hughes-Peters is an employee-owned, electronic components distributor corporately located in Dayton, Ohio with sales offices located throughout the eastern half of the US.

Department: Sales

Reports to: Branch Manager

Pay: Salary Exempt

EDUCATION/EXPERIENCE/SKILLS REQUIRED

- Prior sales/marketing experience is a plus
- Two years of B2B sales or relative industry experience is a plus
- Excellent communication, interpersonal, and presentation skills
- Experience in electronics is a plus, but not required

PRIMARY JOB RESPONSIBILITIES

- Work within assigned territory/account base to capture new business and increase sales with our existing client base as well as opportunities with new customers
- Promote Hughes-Peters position and activity in the territory/account through purchasing, engineering, and management
- Develop sales skills and product knowledge necessary to professionally present HP's products and services in order to continue the growth of our clientele and territory
- Continuously follow up with clients to ensure service levels and mutually agreed-upon revenue goals and objectives are being met and exceeded when possible
- Meet assigned New Business Opportunity and design registration quotas
- Work with customer to influence part specification selections and ability to articulate complex strategies and processes
- Develop strategic plans for all assigned accounts, such as selling and marketing of full cycle services, including value-added services
- In-depth understanding of pricing programs and models within our industry
- Efficient time and territory management
- Coordinate efforts with key vendors and manufacturing representatives in efforts to develop more efficient sales strategies and techniques
- Perform administrative tasks and reports as requested
- Develop in-depth account analysis and profiling for customers in territory
- Work with other department managers to facilitate the sales efforts and streamline processes when possible

- Proficient with Microsoft Office and virtual selling skills using Microsoft Teams and Zoom
- Good verbal and written communication skills are a must

DISCLAIMER

This job description is only a summary of typical functions, and is not a comprehensive list of all possible job responsibilities, tasks, and duties. The above duties, tasks, and responsibilities may differ from the job description, and that other duties, as assigned, might be part of the job.

If you are interested in this position, [APPLY HERE](#). Please include your resume.