

Sales Representative – Standby/Telecom, Utility and Municipality Group

HM Cragg is growing at a rapid pace and is seeking the very best and brightest Talent to join their successful team. The company is expanding their market presence and is currently identifying and evaluating candidates for the position of Sales Representative for the Standby Telecom Utility and Municipality Group.

Position Overview

Reporting to the Director of Sales for the Standby/Telecom, Utility and Municipality Group, the Sales Representative will have responsibility for the Midwestern region. Territories include Minnesota, Western Wisconsin, North Dakota and parts of South Dakota. This individual will have responsibility as an Account Manager and Consulting Engineer as well as developing new business with end-users and customers on a regional basis.

Job Functions and Accountabilities

- Develop business relationship with key telecom/municipality/utility end-users and consulting engineers for the purpose of maintaining and improving revenue and gross margin targets.
- Develop business relationship with key manufacturing personnel to ensure products and services are efficiently built and delivered as required by customers.
- Troubleshoot product and service related issues by bridging the gap between customers and manufacturers.
- Proactively communicate with the Director of Standby Sales and Service, informing him/her of any important developments with vendors or customers.
- Participate in weekly Staff Meetings with Director of Standby Sales and Service.
- Forecast expected sales on a monthly basis.
- Provide weekly sales activity reporting.
- Ability to travel out of town for overnight and/or extended periods of time.
- Provide quoting information to Service Operations Supervisor to keep the quote log updated.
- Where applicable, involve Director of Standby Sales and Service in customer visits.
- Maintain excellent records, manage receipts and expense reports, and turn in to accounting department on a bi-weekly basis.
- Maintain extensive knowledge of C&D Technologies, Inc. batteries and power electronic product line and familiarity with complementary and competitive products.

Education and Experience

- College diploma or equivalent experience required
- Five years proven experience in a sales and marketing environment in the telecom, battery, and power electronics market
- Efficient in using Microsoft Suite of products including Excel, Word, and PowerPoint
- CRM software proficiency required
- Excellent oral and presentational skills
- Excellent customer service skills