



Job Title: Field Sales Representative

Position Type: Full Time

Normal Working Hours: Monday to Friday, 8:00 AM to 5:00 PM (Lunch from 12:00 Noon – 1:00 PM)

Role Location: Vernon Hills, IL

Travel Required: Yes

Compensation & Benefits: Salary, Bonus Plan, Company Match 401(k) Plan, and Company-Paid Medical / Vision / Dental Insurance, Paid Company Holidays

Job Duties:

- Build new customer accounts and increase sales:
 - Research potential customers via websites, search engines, social media, telephone, networking, etc.;
 - Lead generation and consistent follow-up;
 - Conduct cold calling as directed;
 - Attend and exhibit at trade shows as directed;
 - Travel to customers, present Tuson as a potential supplier, and inquire about relevant projects;
 - Monitor market conditions and competitive activity and report developments to management;
 - Keep up with the latest industry developments by attending training workshops and industry events as directed.
- Evaluate customers for potential:
 - Perform cost-benefit analyses of existing and potential customers;
 - Analyze customer potentials, and identify opportunities to increase revenue and margins;
 - Develop and implement an effective sales strategy to meet or exceed personal and company sales goals;
 - Supply management with regular reports on potential leads, customer needs, problems, interests, competitive activities, and potentials for new products and services.
- Demonstrate teamwork:
 - Collaborate with other team members to effectively satisfy the needs of customers;
 - Communicate often and effectively; provide regular status reports and updates as appropriate;
 - Pass along customer feedback to team members, discuss and implement continuous improvement ideas, and assist in maintaining and building stronger relationships with customers.
- Solicit and Receive RFQ packages, provide quotes to customers, and obtain orders:
 - Pass along RFQ packages to project management and monitor/manage their execution;
 - Attempt to obtain target pricing from customers;
 - Follow-up with project management as required regarding the progress of obtaining quotes from suppliers;
 - Ensure all details necessary to quote are provided to project management; Interface with customer personnel as needed to obtain any additional or supplemental information requested by project management;

- Make recommendations to management regarding price and margin levels for quotations;
- Issue quotations to customers and follow-up to obtain feedback;
- Follow-up with customers to obtain prototype and production orders.

Qualifications:

- Bachelor's Degree or higher education preferred; Minimum education Associate's Degree or equivalent;
- Mechanical, Electrical, or Hydraulic Engineering Degree and/or experience preferred;
- Successful business-to-business industrial sales and/or marketing experience preferred; Other employment experience considered;
- Valid driver's license required;
- Ability to fly commercially required;
- Travel over 50% of the time required;
- An open-minded attitude with a passion for learning a wide range of skills;
- An aggressive hunter mentality with the ability to generate new accounts;
- Ability to recognize customer needs, along with strong presentation skills and selling skills;
- Ability to speak publicly with confidence and poise; Good communication skills, both written and oral;
- Ability to develop and execute a sales plan to reach target accounts and goals;
- Ability to consistently achieve quota;
- Have a competitive spirit and take accountability for assigned customers;
- Be a team player; But also participate in goal setting and performance feedback;
- Have good intuition to uncover new projects and the ability to identify key project details quickly and accurately, and provide suggested alternatives;
- Great persuasive and negotiation skills;
- Professional appearance and demeanor;
- Strong sense of ambition, self-motivation, and self-discipline;
- Hardworking, action-oriented, and results driven;
- Have initiative, and be detail oriented with good organizational skills
- Have a positive attitude and the ability to effectively deal with setbacks and frustrations, and re-focus and ultimately persevere.
- Proficiency in MS Office suite (Word, Excel, PowerPoint, and Outlook) and CRM software.

Revision: 02/25/2021 (KDR)