



We provide 3D automation solutions and services that are accountable, accurate, and accommodating of construction project demands.

Job Summary

Flores Automation & Machine Control (FAMC) continues to grow and expand through forward thinking innovation, industry expertise, and awesome customers! As we continue to grow, we are looking to add a 3D Sales Representative to our team to cover the Northeastern US. The region includes states of ME, VT, NH, NY, MD, MA, RI, PA, DE, VA, CT, NJ, and DC. To help ensure success the ideal candidate will reside within this region.

Responsibilities and Duties

The sale of products and services in a specified region or geographical area. Ensure profitable growth in sales and revenue through planning, execution, and customer engagement. Travel throughout region as needed.

Qualifications and Skills

To help ensure success in this exciting role the following background is preferred:

- Minimum 2 years of proven successful working experience in the sale of similar products and services.
- 4-year degree in relevant field (equivalent experience considered).
- Solid organizational skills to include attention to detail and multitasking.
- Competent use of relevant software including Microsoft Office and CRM tools.

In addition, the following characteristics will provide a solid fit:

- A natural and determined desire to serve customers in a positive and professional manner.
- Thrives on the challenge of multitasking and orchestrating winning sales strategies.
- Confident and persistent problem solver.
- Highly motivated and thrives in a sales environment.
- Effective and proven closing ability.
- Solid experience in the road construction or related equipment market.

FAMC offers a very competitive compensation package, full benefits, and a casual work environment.

Email resume with confidence to jphillips@floresautomation.com.

We look forward to hearing from you!

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Leica

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