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Job Summary

Flores Automation & Machine Control (FAMC) continues to grow and expand through forward thinking innovation, industry expertise, and our awesome network of customers! As we continue to grow, we are looking to add a 3D Sales Manager to the team to cover the Great Lakes Region. To help ensure success, the ideal candidate will reside within this region.

Responsibilities and Duties

Ensure profitable growth in sales and revenue through planning, execution, and customer engagement by:

- Building and maintaining a network of sources from which to identify new sales leads.
- Communicates with customers and leads to identify and understand their product or service needs; identifies and suggests products and services to meet those needs.
- Demonstrating the functions and utility of products or services to customers based on their needs.
- Ensuring customer satisfaction through ongoing communication and relationship management; resolves any issues that may arise post-sale.
- Maintaining communication with existing and previous customers, alerting them of new products, services, and enhancements that may be of interest.
- Maintaining detailed reports of sales activities including calls, orders, sales, lost business, etc.
- Providing periodic territory sales forecasts.
- Performing other duties as assigned.

Required Experience and Skills

- Knowledge of heavy / civil construction or related field preferred.
- Strong communication, negotiation and presentation skills.
- Self-motivated; able to work independently.
- Function well in a high-paced and at times stressful environment.
- Able to travel within assigned territory for sales and as needed for industry events and training.
- Proficient with CRM, ERP, Microsoft Office and presentation software.

FAMC Offers Compelling Benefits to the Right Candidate:

- A Very Competitive Base Salary, Plus Strong Commissions Structure
- Work from home
- Medical, Dental and Vision Insurance
- 401(k) Retirement Plan with Company Match
- Paid Time Off and Holiday Pay
- Laptop Computer and Cell Phone

Email resume to jhogue@floresautomation-mc.com

We look forward to hearing from you!