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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 South TX/Gulf Coast territory. 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](mailto:jhogue@floresautomation-mc.com)

We look forward to hearing from you!