



Hope Industrial Systems, Inc.
1325 Northmeadow Pkwy, Ste 100
Roswell, GA 30076
(678) 762-9790
(678) 762-9789 - Fax

Open Position – Key Account Salesperson

Location	Roswell, GA 30076
Status	Full Time, Employee
Travel	5-10% possible
Salary	Based on experience
Contact	Hope Industrial Systems, Inc.

Position Overview

Hope Industrial Systems (H.I.S.) is a rapidly growing company that manufactures industrial flat panel monitors and touchscreens for industrial applications. Currently in our 18th year of business, H.I.S. provides thousands of monitors every year to customers like General Mills, Frito Lay, Johnson & Johnson, and Toyota. We are seeking a high-energy individual with a positive attitude to come alongside us in serving our customers. This individual will be a self-starter, motivated, a fast learner, and have good verbal and written communication skills in sales situations.

Under supervision of the Sales Manager, the Key Account Salesperson is responsible for selling our products to both existing and new large customers, as well as assisting in fully managing our relationships with these customers. He/she not only sells our product, but also receives requests for quotations, orders, and lead times from customers, and makes quotations on products, writes orders, and relays pertinent order information to our customers. Also, he/she coordinates with other departments in handling purchase orders and providing service to customers.

Responsibilities

- Sells our products to a high volume of large accounts – both new and existing accounts – with the goal being to make HIS the customers' standard industrial monitor source
- Knows all of the Company's products and services so that sales questions asked are answered appropriately and promptly
- Works as a team member on new ways to improve sales and identify the benefits of products and services for clients
- Shows ability to use upselling techniques in a professional and courteous manner
- Establishes business relationships with customers, traveling to meet in person only when it makes sense
- Handles incoming sales calls, places orders, and processes quotes
- Tracks outstanding sales opportunities
- Keeps abreast of competition, competitive issues and products
- Prepares for and participates in trade shows (2-3 per year on average)
- Prepares written presentations, reports, and price quotations
- Responds promptly to customer needs; solicits customer feedback to improve service; responds to requests for service and assistance; meets commitments
- Upholds and exhibits impeccable integrity in all interaction with both internal and external customers

- Learns about customers' needs and communicates how our products will satisfy those needs
- Adapts to changes in the work environment; manages competing time demands
- Demonstrates ability to communicate H.I.S.'s company philosophy and mission to those considering us as a supplier

Requirements

- At least 7 years of experience proactively selling products to industrial customers.
- Four year college degree or equivalent work experience
- Extremely organized AND detail oriented
- Quick learner and self-starter
- Very strong customer service skills
- Ability to easily understand technology and communicate it to customers and prospects
- Knowledge of computers: Windows, Word, Internet Explorer, PowerPoint, Excel, and Outlook are a must; ACT! and SAP Business One a plus
- Commitment to fully-documenting all customer contact in CRM software
- Strong interpersonal skills
- Demonstrated ability to communicate effectively both verbally and in writing

Benefits

- Competitive pay based upon experience
- Medical, Dental, Life and Disability Insurance Package
- 401(k) plan with automatic 3% employer contribution
- Flexible spending plan
- Paid vacation and holidays
- Career advancement opportunities in high-growth company
- Monday to Friday work week
- Excellent work environment