

## BP Sales Company Overview

BP Sales is a multi-national manufacturers' representative firm specializing in leading-edge semiconductor and systems technologies. For over 36 years, we have developed and maintained a NATION-WIDE reputation as a leading business in our industry. The companies we represent include many of the primary movers and leading-edge firms in hi-tech today.

We seek self-starting, technical, driven people who:

- Are interested in developing the skills which allow them to sell to -- and influence -- key management decision-makers at our accounts
- Have the ability to become an indispensable member of the customers' team -- their "trusted advisor"
- Want a rewarding career in professional sales at an industry-leading sales organization

Working at BP Sales will provide you an unsurpassed knowledge of our markets, customers, and competitors.

## Manufacturer's Rep Outside Sales Job Profile and Description

Manufacturer's (Outside) Sales Representatives (OSR) is the key interface between our principals and suppliers, and our customer base. They are responsible for actively driving and managing a sales strategy in a highly technical environment, working in conjunction with our principals but positioned as the key advisor and product advocate. As such, the OSR must be able to articulate technology and product positioning to both business and technical users, identify all technical issues of a particular design at one of his or her assigned accounts in order to assure complete customer satisfaction through all stages of the sales process. This requires that not only do they stay at pace with the technologies we deal with, but establish and maintain strong relationships at their customers with engineering management, procurement, and marketing..

## Duties and Responsibilities

- Scheduling appointments, meeting existing customers in order to review product requires, and to determine other opportunities.
- Generating and developing new businesses in order to increase revenue in your entire account base.
- Effective planning to conduct sales presentations by meeting customers physically on a frequent basis.
- Enhancing up to date knowledge on new products, procedures, services and tools and presenting them professionally to customers.
- Liaising between the manufacturer and the customers for up-to-date condition on pricing, service and latest product release launches.
- Organizing joint sale calls and attending them with manufacturers.

- Preparing reports for sales and marketing.
- Performing updating and maintenance of accounts of customer including contact names and numbers for future sales.
- Ensuring follow-up after passing leads to managers with complete profile customer information, calls-to-action, sources, dates.
- Continuously updating all customers on all manufacturer's product modifications, changes, and enhancements.
- Maintaining professionalism, diplomacy, sensitivity, and tact to portray all manufacturers in a positive manner.
- Effectively attending conferences and trade shows.
- Using marketing data to maximize sales effectiveness and efficiency by using relevant sales management tools.

## Skills and Specifications

- Capable of preserving confidential or sensitive information.
- Effective time management, organization and multi-tasking skills.
- Special people skills to deal with customers and an outbound personality.
- Able to prospect new accounts.
- Very strong communication skills in writing and verbal.
- Very good team player and should work well under pressure.
- Able to foster the member relation values.
- Proficient in Microsoft Word, Excel, Outlook and CRM tools.
- Proven forecasting and customer service skills.

## Education and Qualifications

- Bachelor's degree in Electrical Engineering or Computer Engineering from an accredited institution.
- At least 5+ years of selling into the technology market
- Business undergraduate or post graduate studies, or the demonstrated ability to understand business issues, ROI, and TCO concepts